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Meat Packing and Allied Industries

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Number 21

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Another Money-Maker SMOKED PORK SAUSAGE IN "Visking Economy-Size Casings"

Here is a delightful "change-off" from fresh pork sausage for your customers—a new delicious smoke-tang flavor—and practically a clear sales field for you!

You will be interested in the sweeping popularity of this sausage delicacy—smoked pork—in the new "Economy Size"—about one pound.

There is no such thing as Smoked Pork Sausage in patty form. Only in Visking Casings are these offered. And the smoked color—seen through the crystal-clear Visking Casing—makes the most appetizing and modern looking package in the display case.

Smoking preserves the contents—and the non-absorbent, virtually air-tight Visking Casing makes it possible for you to sell even to grocery and chain stores lacking refrigerating and slicing equipment. Trade-mark your Smoked Pork Sausages—put them in a colorful carton—and watch them move!

Display Cartons Supplied in trial lots at our cost.

Try This:

Stuff in Economy-Size Casing. Smoke in a cool smoke 90-110 F. for 4 hours. Use only fresh pork, about 70% lean. Run through 3/16" plate.

SEASONING: 2½ oz. salt, 3 oz. Saltpetre, 1 oz. sage, 4 oz. Red Pepper, 2 oz. Paprika



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Uniform fat cubes add to the tastiness and appearance of sausage specialties



A few types of sausage specialties made with the use of a
"BUFFALO" Fat Cutter

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Time and
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Saver!

USE a "BUFFALO" Fat Cutter
to cut up cubes of pork fat,
cooked tongue and cooked meats
for making blood sausage, head
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This machine does as much work
as 5 men can do by hand. Reduces overhead and production
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CAPACITY: 400 lbs. per hour

Knife heads furnished with cutter to turn out 1-4 inch cubes.
Extra knife heads furnished to cut cubes 3-8 and 1-2 inches.

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H.P.S. NEWS

C. CARR SHERMAN, Editor

VOL. 2

NOVEMBER 21, 1931

No. 19



W. H. Gehrmann

You never can tell! Starting as an instructor in gymnastics, you may wind up as a leader in the nation's first industry. That's what happened to W. H. Gehrmann, president of the Kohrs Packing Company of Davenport, Iowa, and honored pioneer in the movement to eradicate bovine tuberculosis.

In between is a story of business adventure in the Far West in the "roaring eighties" and nineties of the last century, which may be news to many of his long-time colleagues in the packing industry. It can only be sketched here—get him to fill it in for you!

Born in Germany in 1858, W. H. Gehrmann arrived in St. Louis in the middle seventies. Those were the good old days of the turn vereins, and gymnastics was the pastime of every red-blooded youth. Studying at Milwaukee, Gehrmann became instructor in gymnastics at St. Louis until 1887, when his energy and ambition bounced him up and out to the little mining town of Walkerville, in Montana. Here he worked in a butcher shop, was a partner in three years, man-

aged the wholesale market of the Butte Butchering Co. and soon became its president.

When copper king Marcus Daly founded the city of Anaconda as a Butte rival he wanted a meat plant the equal of any. So he took Gehrmann and Conrad Kohrs for partners, and they established the Montana Meat Company. In 1899 Gehrmann sold out and went back East to manage the Kohrs Packing Co. at Davenport, becoming its president on the death of Henry Kohrs, a position he still holds, with plenty of time for golf and bowling, not to mention interest in baseball, football and other sports.

Mr. Gehrmann was one of the founders of the American Meat Packers' Association, headed the movement within the industry for the eradication of bovine tuberculosis, and was for years chairman of the association's standing committee on that subject. His county in Iowa was one of the first to "clean up," and wherever his influence is felt the economic value of this reform is manifest. His abounding vitality is a testimonial both to

his present vocation and to his earlier avocation.

Dold Promotes Burkhart and MacWilliams

There's room at the top if you've got the stuff! Solon Burkhart began his packing career as an office boy; H. L. MacWilliams started out making pothooks and curlicues in a stenographer's note book.

Last week, both were elected vice-presidents of the Dold Packing Company, Omaha, Neb.

We congratulate you heartily, Messrs. Burkhart and MacWilliams, and as an incentive to youth in the industry, point to your deserved rise from the bottom rung of the ladder.

Decker Increases Force

It looks like the corner has been turned—and then some—down in Mason City, Iowa. The firm of Jacob E. Decker & Sons, has recently added 150 men to their payroll as the result of an increase in hog butchering activity.

What Do You Demand in Your Packing Papers?

Quality? H. P. S. Papers have been protecting the finest cuts of the leading packers for a quarter century.

Price? H. P. S. production costs have been reduced to the very minimum and we are in position to quote on your requirements prices that will prove extremely interesting.

If you will send us samples of your present papers we will be very glad to submit prices for a corresponding grade of H. P. S. Paper and prices for your requirements.

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 85. No. 21

NOVEMBER 21, 1931

Chicago and New York

Federal Meat Inspection—Then and Now

Progress in Meat Packing During Last Quarter Century Seen in Methods and Equipment

By John R. Mohler, Chief of Bureau of Animal Industry,
United States Department of Agriculture.

In this forward-looking country of ours—in which yesterday's news is quickly forgotten—the year 1906 savors of dim, dusty history.

Yet at the time there was brilliance of mind and luster of achievement in the statesmanship that contributed to much of the progress and stability of the livestock and meat industries of this nation.

When President Roosevelt signed the federal meat inspection act of 1906 there was by no means full public sympathy with all its provisions.

A Child of Agitation

The act was the culmination of much agitation, some of which was highly sensational.

There was in consequence more or less resentment within the packing industry against the stringent federal supervision that the meat-inspection act authorized. The new law greatly enlarged the authority of the Secretary of Agriculture with respect to inspection of meats and their products and gave broad powers of sanitary control.

The statute provided for the federal inspection of all slaughtering and processing establishments whose products, in whole or part, entered interstate and foreign commerce.

This involved at once about one-half the total slaughter of food animals in the United States, and in recent years the proportion of inspected to total slaughter has increased to about two-thirds.

Then and Now.

In the light of present knowledge and



SITS IN THE DRIVER'S SEAT.

Dr. John R. Mohler, chief of the U. S. Bureau of Animal Industry, who by law is the executive responsible for meat inspection (as well as for the trade practice relations of the meat industry) has proved a constructive and helpful guide and adviser.

experience, the physical condition of packing plants 25 years ago and also the methods in use left much to be desired. As with the pictures in family albums, there is a grim humor in reviewing what was customary or even what was considered proper at the time.

On the other hand, it is questionable whether the conditions found were materially different from those in many other industries in 1906, or even since then. Standards of sanitation and of health in the home, in factories, and even in hospitals have been elevated greatly in the last quarter century. Accordingly, no good purpose is served by dwelling on the shortcomings found in former equipment and methods.

It was rather obvious both to government officials and to the officers of establishments subject to the meat-inspection act that enforcement must be one of gradual evolution. It was a form of evolution, however, in which no simian antics were permitted, and the rate of progress was accelerated in various ways through administrative procedure and results of scientific research.

Following are some of the important early changes that led to the present high standards of packinghouse architecture and procedure:

Early Fundamental Changes.

Means to supply abundant natural light and ventilation in meat-preparing rooms not under refrigeration.

Installation of adequate drainage

November 21, 1931.



STOOD BY FROM THE START.

Dr. R. P. Steddom, chief of the inspection division of the Bureau of Animal Industry, who has been the directing head of the federal meat inspection service throughout its development.

facilities, including impervious floors and modern plumbing.

Adequate supplies of hot water under pressure in establishments for ready cleaning purposes.

Construction of walls and ceilings with smooth, flat surfaces.

Suppression of odors incident to handling and preparing inedible products.

Clean outer clothing for those preparing and handling meats.

Lavatories throughout the establishment for ready cleansing of hands and arms, and means to disinfect knives, steels, cleavers, saws, etc.



THIS WAS THE WAY IN THE OLD DAYS.

A leaf from the "family album" of federal meat inspection nearly 25 years ago. Costumes, lighting, equipment, exposed rafters—all now obsolete—were typical of the old days.

Reduction of steam and vapor in establishments.

Control of insects, rodents, and other pests.

Official scrutiny and approval of packinghouse plans.

Paving of livestock pens and drive-ways.

Key to Packing Plant Operation.

The modern packing plant operating under federal inspection includes an amazing number of operations conducted in a continuous and orderly manner, ranging from slaughter of animals and disposal of viscera to the final handling of carcasses and their arrival in the cooler. Meanwhile other departments are engaged in the preparation of cured, cooked, canned or packaged meat food products.

It is not so commonly known that the key to the entire procedure is the design and speed of the conveyors by which the animals are handled in the slaughtering department. These conveyors receive special consideration by a group of federal specialists, who examine the drawings and specifications of establishments whose owners have applied for federal inspection.

This architectural supervision applies both to new construction and the remodeling of plants already operating under inspection. One of the experts is a sanitary engineer, another is an architect with special knowledge of meat inspection equipment, and two have expert knowledge of packinghouse operations and federal inspection requirements.

A brief description of present-day arrangements, as they concern hog-slaughtering departments, will illustrate

the points the bureau's specialists consider in their examination of drawings and specifications.

Important in Planning Equipment.

If hogs are to be killed at the rate of 600 an hour, the overhead conveyors or "chains" which handle these animals at 2-foot intervals must move at the rate of 1,200 feet an hour, or 20 feet a minute.

It is required that the viscera pans



EARLY INSPECTORS HARD BOILED.

At least they wore "hard-boiled" hats in the early days at their inspection work. Equipment is modern, but arrangement not as efficient as that of today.

move at the same rate of speed as the carcasses from which the viscera were derived. Inasmuch as the carcasses are two feet apart, the pans are made two feet wide, so that all viscera are opposite the corresponding animal.

The distance from the hog-dressing rail to the working space of the table is also determined from the standpoint of proper inspection and packinghouse operation. There must be a return rail by which carcasses may be diverted back for final veterinary inspection as need may arise.

The pans containing the viscera are carried by an endless chain and, when empty, on each revolution must pass through a sterilizing chamber. Here they are first washed with cold water to remove blood and albuminous substances, then with water at high temperature, and then again with cold water.

For Convenience of Inspectors.

The sterilizing chamber must be inclosed and connected with a vent pipe so that steam does not escape into the work room. The temperature of the sterilizing chamber is constantly shown by a thermometer easily visible to the inspectors.

There must be drainage directly

under the table to prevent contamination of floors. The height of the hog-dressing rail, the height of the platform, the distance from rail to gambrel, and other important measurements are closely checked by the bureau specialists to insure satisfactory facilities for inspection.

Since all inspectors must work in standing positions, physical stature comes within the scope of the regulations. Men less than five feet four inches in height have been found to be unable to perform the necessary inspection work properly under the standardized system outlined.

The design of packing plants for which federal approval is desired must provide for adequate natural light, supplemented by artificial light consisting of proper bulbs and reflectors suitably placed. There must be an adequate supply of hot water under pressure properly distributed to insure thorough cleanliness.

Meat inspection as conducted today provides for the handling of stomachs and intestines in a manner to prevent the escape of their contents, which



MODERN SAUSAGE KITCHEN LAST WORD IN SANITATION.

Federal inspection requirements have helped to make the meat plant what it is today from the equipment and arrangement standpoint. Modern methods save money and make better product.

A noteworthy improvement in working conditions, as well as an economical saving, is the modern practice of preventing the onset of decomposition by

sulting in needless expense. On the contrary, the packing industry has itself proposed many of the improvements and has cooperated in the remainder.

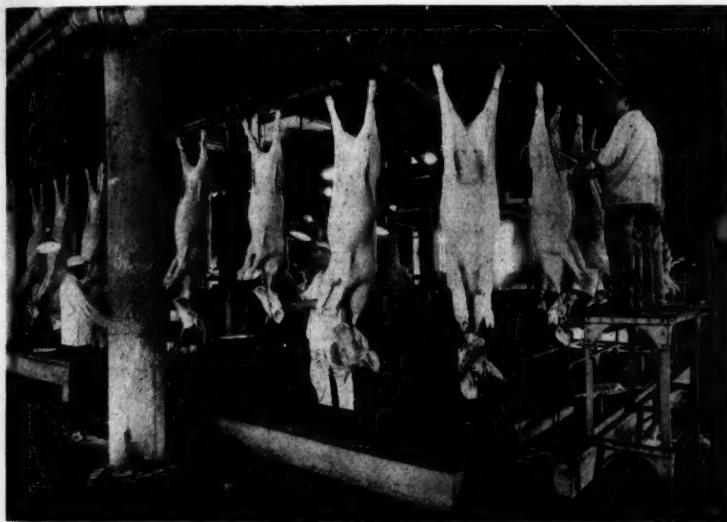
Experience has shown concrete and steel to need few repairs and to be cheaper in the end than wooden structures which formerly were constantly undergoing replacement.

The present standard of sanitation is that of the modern kitchen. The kitchen standard is regarded as a sensible and safe medium between that of uninspected packing plants on the one hand, and the ultra-refined standards of hospitals on the other.

Service Built by Efforts of Many.

As in most other great enterprises, many persons have contributed to the federal meat-inspection service. During the last quarter century the hand of the

(Continued on page 52.)



MODERN METHOD OF HEAD INSPECTION.

Hogs are now inspected on the dressing rail between dehairing machine and cutting room. Modern equipment and methods make this easy and effective.

might soil edible parts of carcasses. Walls and ceilings must be smooth and without exposed rafters.

In contrast with early conditions, when steam often filled the room, there must now be sufficient ventilation and, in cold weather, heat enough to prevent fog.

The drainage system must include properly constructed traps with vents and the inlets so placed that floors will be left free of liquids. The use of fields for drying hog hair has been replaced by equipment which cleans and dries this product mechanically.

chilling and otherwise handling quickly perishable products.

Throughout the many operations—of which those cited are merely typical—the inspection service provides rigid control over all products condemned or passed with restrictions, so that all may be disposed of in accordance with regulations.

Kitchen Standards of Sanitation.

Thus, step by step, the federal meat-inspection service has developed and is still undergoing further improvement.

It may be contended that this character of supervision is too exacting, re-



OLD METHOD OF HEAD INSPECTION.

In the early days hog carcasses were laid on tables for inspection of the heads. This meant delay and labor cost. Compare today's methods in the other picture.

November 21, 1931.

Hormel Sales Largest in History

An increase of 1.4 per cent in sales tonnage over last year and of 8.1 per cent over the five year average—the largest volume of business in its history—is reported by George A. Hormel & Company for the fiscal year ended October 31, 1931. Owing to the sharp decline in meat prices, the dollar volume of sales was approximately 25 per cent less.

This decline in dollar volume resulted in losses because of high-costing inventories that had to be moved at lower levels. Commenting on this situation, President Jay C. Hormel, in his annual report to stockholders, dated November 17, 1931, said:

"A company engaged in the packing business must at all times have on hand substantial quantities of meat in the process of cure and of distribution. Thus, although business probably finds it more difficult to earn a profit in a period of depression, this difficulty is more pronounced in the packing industry than in one which is by the nature of its business required to carry lesser stocks on hand."

As the Hormel company is one of those engaged primarily in a manufacturing and distributing business, it was required to carry large stocks on which the decline of half their value amounted to more than normal profits. Stocks of merchandise on which the company sustained inventory losses consist chiefly of hams and bacon.

What Happened to Pork Products.

"What has happened to these particular commodities during the past year," Mr. Hormel points out, "is shown in the following table of Chicago market prices taken from THE NATIONAL PROVISIONER DAILY MARKET SERVICE."

	Price per Cwt. Oct. 25,	Price per Cwt. Oct. 31,	Decline during year.
HOGS	1930.	1931.	
Average of all....	\$ 9.25	\$4.65	\$4.60
HAMS			
Regular hams 12/14	16.00	8.25	7.75
Bacon hams 16/18	16.75	9.50	7.25
BACON			
Green bellies 10/12	18.25	8.50	9.75
D. S. bellies..18/20	16.00	8.00	8.00

While a loss of \$608,779.01 is shown for the year, it is pointed out that the low levels to which prices have fallen indicate that further declines in value are not likely to absorb earnings as they did in 1931.

Wages and Dividends Maintained.

During the year the plant has been kept in a high state of repair, several new additions have been built, wages, salaries and volume of employment have been maintained, and regular dividends have been paid.

Investment and outside securities have been marked down to current

market prices, every doubtful and slow customer's account has been charged off, and the \$604,000 spent for advertising has been charged to expense.

The company entered the new year with a balance sheet showing current assets of \$5,109,562.64 and with \$1,381,547.32 in cash. No money is owed to banks, and there are no bonds or other debts except certain current bills not yet due amounting to \$308,831. The ratio of quick assets to current liabilities was 8.7 to 1.

Consolidated Balance Sheet.

Following is the consolidated balance sheet of the company and its subsidiaries as of October 31, 1931:

	ASSETS.		
CURRENT			
Cash on hand, in banks, and in transit	\$1,381,547.32		
Customers' accounts, less allowance	1,024,735.12		
Merchandise in inventory, less drafts of \$2,13,93,6.88 a g a i n s t consignments)	2,703,280.20		
Total current assets	\$ 5,109,562.64		
OTHER ASSETS			
Investment in associated company	\$ 54,000.00		
Sundry notes, accounts, etc., less allowance	116,433.40		
Employees' stock purchase notes less allowance	197,809.48		
Officers' and employees' accounts	11,301.15		
Real estate—other than plant	212,798.42		
Treasury stock—11,373 shares of common stock and 100 shares Class A-6% preferred—at cost	333,828.50	926,170.95	
PERMANENT (at cost)			
Land	\$ 101,144.42		
Buildings, machinery and equipment (Less allowance for depreciation of \$1,206,207.50)	4,054,105.05	4,155,249.47	
PREPAID EXPENSES			
	105,043.95		
	\$10,296,027.01		
LIABILITIES.			
CURRENT			
Accounts payable \$ 149,704.14			
Dividends—payable Nov. 16, 1931 275,530.00			
Accrued taxes, etc. 159,127.14			
Total current liabilities	\$ 584,381.28		
RESERVE			
For contingencies	156,851.94		
CAPITAL			
Preferred stock, cumulative:			
Authorized \$0,000 shares Class A-6%, outstanding 14,554 shares	\$1,455,400.00		
Class B-7%, outstanding 961 shares Common Stock, no par value	96,100.00		
Authorizd 500,000 shares outstanding 493,944 shares	6,116,585.81		
Surplus	1,886,727.98	9,554,813.79	
	\$10,296,027.01		

Income and Surplus.

The consolidated income and surplus statement for the fifty-three weeks ended October 31, 1931, is as follows:

Sales (less returns)	\$32,466,168.87		
Less:			
Freight and express	\$1,742,656.29		
Allowances	80,195.99	1,822,852.28	
Net sales	\$30,643,316.59		
Cost of goods sold, selling and administrative expenses and other deductions, net (excluding depreciation and interest)	30,934,348.45		

Operating loss (excluding depreciation)	\$ 261,001.86	
Other charges:		
Depreciation	280,774.96	
Interest paid	36,072.17	317,747.13
Net loss from operations	\$ 608,779.01	
Consolidated surplus:		
Surplus, Oct. 25, 1930	\$ 8,770.01	
Changes for the period:		
Dividends paid or provided for:		
On preferred stock	\$ 93,364.28	
On common stock	968,508.00	\$ 1,061,872.28
Net loss from operation	608,779.01	\$ 1,070,681.28
Surplus, Oct. 31, 1931	\$ 1,886,727.98	

The officers of the company are: George A. Hormel, chairman of the board; Jay C. Hormel, president; John G. Hormel, secretary; M. F. Dugan, treasurer; Ben F. Hormel, senior vice-president, beef division; H. H. Corey, vice-president packing division; R. H. Daigneau, vice-president abattoir division; E. N. Sturman, vice-president "Flavor Sealed" division.

MORRELL PAYS DIVIDEND.

John Morrell & Co. will pay a dividend of 75c per share on its capital stock on December 15, 1931, to stockholders of record as of November 28, according to an announcement by Secretary J. M. Foster.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, November 18, 1931, or nearest previous date, with number of shares dealt in during week, and closing prices on November 11, 1931, or nearest previous date:

	Sales.	High.	Low.	Clos-
	Week ended	Nov. 18.—	Nov. 18.—	Nov.
	Nov. 18.	Nov. 18.	Nov. 18.	Nov. 11.
Amal. Leather.....				
Do. Pfd.	2½	2½	2	2½
Amer. H. & L.	100	10	14	14
Amer. Stores.....	900	42	41½	41½
Arrowhead A.	2,500	1%	1½	1½
Do. B.	2,300	4%	4%	4%
Do. III. Pfd.	1,100	9	9	10
Do. Del. Pfd.	354	34%	354	35
Barnett Leather.....	1,300	47	44½	44½
Beechnut Pack.	51			51
Boehack, H. C.	Do. Pfd.			100
Brennan Pack.				19
Do. Pfd.				50
Chick C. Oil.				84
Childs Co.	2,300	15½	13½	13½
Cudahy Pack.	1,700	37½	37	37½
First Nat. Stra.	5,400	53	51½	54
Gen. Foods.	30,100	37½	37½	37½
Gobel Co.	6,600	7½	7½	7½
Gr.A.&F. 1st Pfd.	180	122	122	122
Do. Nov. Pfd.	180	180	180	180
Hornbeck, G. A.				18
Hygrade Food.	1,700	3½	3½	3½
Kroger G. & B.	200	19½	19½	19½
Libby McNeill.	1,200	7½	7½	7½
McMarr Stores.				55
Mayer, Oscar.				55
Mickelson-Hayward Co.	100	7	7	6
M. & H. Pfd.	300	35	33½	35
Morrell & Co.				15
Nat. Fl. Pfd. A.				15
Do. B.				15
Nat. Leather.	100	½	½	½
Nat. Tea.	500	10½	10½	10½
Proc. & Gamb.	10,200	474	46½	46½
Do. Pfd.	40	100½	100½	100
Rath Pack.	200	16	16	15
Safeway Stra.	5,900	60	40	40
Do. 6% Pfd.	82	80	80	80
Do. 7% Pfd.	740	91½	91	91
Stahl Meyer.				13½
Swift & Co.	3,950	23½	23½	23½
Do. Int'l.	2,150	31½	30½	31½
Truax Pork.	100	11½	11½	11½
U. S. Cold Stor.				35½
U. S. Leather.	600	4½	4½	5
Do. A.	900	7	7	7½
Do. Pr. Pfd.	200	83	82	82
Wesson Oil.	3,800	17½	17	17
Do. Pfd.	200	51	51	51
Do. 7% Pfd.				15
Wilson & Co.	2,100	1½	1½	1½
Do. A.	1,300	2½	2½	2½
Do. Pfd.	400	23	23	23

November 21, 1931.

How Shipping Packer Gets Better Results in Order Buying

Are you satisfied with your order buyer, Mr. Packer?

Does he furnish you the kind of livestock you want, in order to meet the needs of your trade?

Are you in close contact with him? Does he ever visit your plant?

Has he ever been shown how the cattle, hogs and lambs he buys look on the rail? How they cut out?

Do you realize the handicaps under which he works by being hundreds of miles away, thus making it impossible for him to discuss the market in detail with you, to find how nearly his buying meets your needs?

On the other hand, do you place confidence in your order buyer, realize that he knows just a little more about the live market than you do, and that if you give him the chance he can save you money?

He Can Save Money.

Do you give your order buyer specific instructions as to shipping livestock? Or if you don't know exactly how this should be done, do you give him the right to ship as he sees fit, your only requirements being that it should come through to you in good condition?

After the animals are loaded, is it the route you dictate that the shipment takes, or do you give your buyer sufficient freedom so that he can route the shipment to the best advantage at the time?

And last, but by no means least, do you make financial arrangements with him that are fair and that give protection to both you and him?

Frankness on both sides will do a great deal to solve problems. If the packer can regard his order buyer as a trusted employee and discuss the raw material end of his business with him on this basis, better results will accrue to both packer and order buyer.

This subject is discussed authoritatively and in detail by the head of the service department of the Kennett-Murray Buying Organization in a paper read at the recent convention of the Institute of American Meat Packers.

Mutual Problems of Packers and Order Buyers

By C. B. Heinemann.

We may well predicate our discussion upon the theory that a state of perfection has not been attained by any order buyer, or by any packer. Thus we may meet upon common ground, and let our suggestions be accepted for whatever

they may be worth or wherever they may be needed.

The problems I discuss under each appropriate sub-heading by no means exhaust the list. They are but a few of the many. In my opinion any problem affecting the welfare of the packer is of interest to the order buyer. I have endeavored to list these problems in their natural sequence, and not in the order of their importance.

Relation to Each Other.

If packers were located only at those points where live animals are concentrated for sale there would be little need for order buyers. Each packer would have his buyer or buyers and thus supply his needs. However, it so happens that the territory of greatest meat consumption is far removed from the territory of greatest livestock production.

Thus it becomes necessary to set up a vast and highly-efficient market machine to bring together the factors representing supply and demand.

Running back almost a century, we find it was the custom for the livestock producer to bring his stock to the vicinity of the packinghouse and there hold it until it was needed by the packer. Space was plentiful, pasturage was cheap and time meant little. The earlier concentration was by driving. Later came the water transport with packers seeking locations near navigable waters.



SERVICE IS HIS WATCHWORD.

With packer training and acknowledged as a traffic authority, C. B. Heinemann, manager of the Kennett-Murray service department, is in a position to give the best of advice on packers' order buying. Besides, everybody knows him as a "square guy."

Then came the rapid extension of railways and the establishment of the great livestock markets of the West.

With these markets cutting off the supply of livestock which formerly came to the Eastern killing centers, it became necessary for those killers to arrange for obtaining their killing requirements nearer the producing section.

At first it was the custom for the packer to go to these markets and there buy his own requirements. This, however, was found to be expensive and troublesome. It took him away from his business where his knowledge was sorely needed, and placed him in a strange environment where he was inexperienced and badly handicapped. It also necessitated his carrying great sums of currency or credentials accepted as such, for he had to pay for his livestock at the time of its purchase. And thus there was evolved a system of "buying by proxy," so to speak.

Place of the Order Buyer.

The order buyer, representative of his principal, the out-of-town packer, occupies a unique place in the American plan of marketing. His personal ability constitutes the major portion of his assets, and this ability will make or break him.

He stands as the outpost in a pretty rugged frontier, and must be capable of meeting almost any emergency that arises. He is buying for men who test results by a method that is unfailing. He is buying from the finest, keenest and most alert salesmen in the world of commerce. These men know values and conditions and this knowledge is gained from a lifetime of intimate contact with the business. So the order buyer has slight chance of success unless he is equipped to hold his own with every problem that arises.

Financial Stability and Integrity.

If he loses the confidence of the market agencies with whom he deals they "turn thumbs down" to him and he becomes a pariah on the market. If he loses the confidence of the packers for whom he buys he is through, regardless of his ability to buy livestock.

To assure the proper conduct of both parties, we have the regulations of the packers and stockyards administration, designed to prevent unfair, unjust, and discriminatory practices.

There is the necessity that they satisfy each other as to their financial strength. Too much is at stake. The packer who accepts and honors a draft long before a car of stock arrives should know he is dealing with a man who really shipped it to him. This is not an imaginary problem as certain of you can bear witness.

The order buyer, in turn, is trusting a lot to the honesty of the packer when

he forwards a car of livestock on an open shipping contract; but he is not permitted to ship it to his own order, as he could if it were meat or supplies. Therefore, he must know his principal is a man of honor who will meet his obligations promptly. It is only fair to state that instances of bad faith of the packers are very, very rare.

So each should be frank with the other and disclose facts essential to proof of their financial standing.

Need of Confidence in Each Other.

The necessity for mutual confidence goes far beyond the mere matter of financial confidence.

In my opinion this relation should be as close and as confidential as between a fair-minded employer and a trusted employee. After all, the order buyer is the packer's employee, who draws compensation per car instead of per hour or per week.

Too often there is set up an attitude of artificial reserve. The packer hesitates to ask questions of the order buyer, lest he may disclose a seeming lack of knowledge; the order buyer is hesitant to offer suggestions, lest he may be rebuked for injecting himself into the packer's affairs. Such a feeling is utterly ridiculous. The packer should be glad to counsel with his buyer, and the buyer should feel free to make suggestions to the packer. Frankly, I believe both will profit thereby.

I am one who believes the interest of an order buyer should extend beyond the mere buying of livestock and the collection of his charge for service. He is in a position to render the packer a great service, by reason of his intimate knowledge of conditions not coming within the scope of the packer's experience.

Dual Representation.

The order buyer should be completely independent of any connection with the sale of livestock for the account of the producer. I stress this fact because of the obvious conflict of interest that can never be successfully reconciled or harmonized. That the "lion and the lamb" may repose together does not necessarily imply that the lamb will do much gamboling thereafter.

In no sense do I imply that the packer is not interested in the welfare of the producer, nor the producer in the welfare of the packer. The best proof to the contrary is the wholehearted co-operation they have been displaying for several years in their constructive work in the National Live Stock and Meat Board.

The producer represents **SUPPLY**, the packer **DEMAND**, and I challenge any one to show where those two factors have ever been artificially controlled with any degree of success. I know of

no man in or out of the industry who can fairly and successfully set the price one man shall receive and the other man pay, when both men are his patrons. One man is bound to suffer while the breaks go to the other.

Correctly Describe Requirements.

One of the most important problems for us to consider is how best to correctly describe the livestock you require so the order buyer will have exact knowledge of your requirements.

My suggestion is this: I should insist upon my order buyer visiting my plant ere I entrusted an order to him. There I would show him exactly the kind of cattle, hogs, sheep and calves I preferred, by taking him through my holding pens. Then I would take him through my killing floors and, step by step, follow the carcasses through to the cutting floor or sales coolers.

Thus he would know exactly what I wanted and why. He would learn what my trade would accept and what they would reject. I would profit first from his improved judgment in selecting my animals, and second from suggestions from him of other types which might be used to equally good advantage and with greater profit.

I am hoping to avoid references to cases, but I do want to illustrate this problem:

A certain Eastern packer invariably insists that he wants and must have

prime hogs of stated averages. Each time he tried a new buyer or new market he would register a strong complaint, and frequently his first order would be his last.

The truth of the matter is that this packer does not want prime hogs and his trade will not take prime product at its price. The only order buyers who are satisfactory to him are those who made that discovery and now ship him exactly what his trade wants and at prices materially below the top. His operations are satisfactory to him, yet he would be indignant if any one sought to demonstrate the truth to him.

Be Honest About It.

This is an exception, of course, but serves to prove the need for this proper understanding.

In my opinion there are few packers who would not benefit from occasional visits from their order buyers. And I mean visits in the broader sense, not merely a hurried visit in the office, and a rush to catch a train. If it is worth a trip of several hundred miles, it should be worth the trouble to go through the plant and of considering every element of operations.

I believe there are very few order buyers who are incapable of giving you some mighty helpful suggestions. The quickest way to test them is to take them on the plant visit. If they are devoid of ideas or suggestions, they may not be the kind of men you need.

Many times where a packer holds his averages to a close range he may be paying a premium for those weights. Perhaps there is an abundance of animals in the next bracket above or below his averages, and at lower prices. Things of this kind are known to the experienced order buyer, and it may be the means of saving the packer plenty of money.

Estimates and Market Trend Wires.

Practically every packer receives early morning wires from order buyers or from private reporters giving the receipts and probable range of prices. These receipt figures have then been determined with reasonable accuracy. The prices are purely a guess, based upon the sender's knowledge of conditions, such as carry-over, receipts, weather and trade, and the gossip among traders. On the whole these estimates are remarkably accurate, but they are sometimes mistaken for accurate price quotations by men who do not know they are sent out hours before the market opens.

Your first report on actual trades is by the C. N. D. service. To await that wire frequently will throw your order in too late for filling.

If EACH packer could talk with his order buyer EACH day at EACH market used, the results would be far more satisfactory, but far more expensive. However, I believe the expense would be more than offset by the saving to the packer.

(Continued on page 49.)



PACKERS' OWN CARTOONIST.

Though this sketch doesn't indicate it, Howard McCall, of J. H. Allison & Co., Chattanooga, Tenn., is a hard-boiled meat packer from away back in the old Swift school at Kansas City. Here a friend is turning the joke on Howard, who loves to cartoon his friends, as some of those at last year's packers' convention will remember, as well as readers of the 1930 Convention Number of THE NATIONAL PROVISIONER.

EDITORIAL

Doing Business on a Price Basis

Strange as it may seem, it is during times when the packer and sausagemaker are having the greatest difficulty to squeeze out a profit that they generally manage to add to their difficulties by getting their merchandising on a price basis.

Cutting prices is a lazy way to get business. Nothing is so easy as to price products a little lower than a competitor. And nothing is quite so difficult as to get them back on a profitable basis after they have been pulled down.

We hear much about the price-cutting problem. It isn't a problem at all, because the solution is obvious. But price cutting to gain a merchandising advantage is folly, for in nine cases out of ten competitors will follow suit and perhaps cut lower. The result is that everyone involved ends up just where he started, as far as merchandising is concerned, but each has added to his troubles by shouldering the added burden of making a profit on a smaller gross income.

The disastrous effect of trying to do business on a price basis has been woefully apparent in at least some branches of the meat industry during the past year. Profits have approached the vanishing point in many instances, and consumption has declined steadily.

But the sad part of the story is that customer confidence in products has been lost. Good will that has taken years to establish has gone by the board. It will be expensive to gain it back—expensive in time, effort and money. Customer confidence and good will can be rewon only when goods are priced sufficiently high to permit the production of quality merchandise.

Competition of the Package

Today the meat packer does not have to decide whether his products will be offered for sale in wrappings and packages. Competition has answered this question for him. Whether or not he believes in wrappings and packages, he must adopt them or be placed at a merchandising disadvantage.

In the case of many meat products competition rapidly is narrowing down to competition of the package. The container with the greatest eye and sales appeal is likely to get the lion's share of the business. The packer's problem, therefore, is to adopt kinds and styles of wrappings and packages that have sales value in at least as great and, if

possible, a larger measure than those in which competitors' products are packed.

This problem is not an easy one. Individual preferences are of little value. The only sure way to determine the sales value of designs and kinds of containers is by competitive tests in retail food stores. Such tests in a large enough number of stores and continued over a sufficiently long period are the surest means of getting a fairly correct measure of consumer preference.

Many of these tests have been made during the past several years. They have brought to light much information on the value of colors and color combinations, and the sizes, shapes, kinds and styles of containers for meats and meat products.

And invariably they indicate another very important fact. This is that no one kind or style of wrapping or package is given universal preference by housewives. No matter how popular any particular package may be, usually there is a fairly large percentage of consumers who prefer another kind.

The packer, therefore, who is anxious to overlook no possibilities for profitable sales probably will pack products in more than one kind and style of consumer package. When he does this he increases sales appeal for his products and consequently gets greater volume on them.

Now Looking Forward Not Backward

Business and industry have been scanning the horizon for signs of change in the current economic situation, and they are not disappointed. More and more are appearing, and they are favorable signs. Some are only indications, some are real developments.

When Great Britain went off the gold standard in September, followed by several other countries, there were withdrawn from this country enormous quantities of gold in a very short period of time. However, this withdrawal of practically three-quarters of a billion dollars of gold was met without disruption of the banking system, and its influence was so limited that few realized the vast outpouring of gold that was taking place. Since that time there has been a distinct slowing down of gold exports, the amount of money in domestic circulation has increased, indicating that confidence is replacing doubt, and there has been a distinct strengthening in basic commodity prices.

And the most hopeful development of all, in the opinion of a well-known business economist, is that the American people and their representatives at Washington have turned their attention from dreams of restoring the past to plans for meeting the future.

Practical Points for the Trade

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Making Dried Beef

A western packer who says his dried beef is darker in color than that of competitors wants to know how to improve his product. He says:

Editor The National Provisioner:

Our dried beef is much darker in color than that put out by some other packers. Can you advise us how we can remedy this unsatisfactory condition?

Without knowing in details just how this packer processes his dried beef it is impossible to say definitely just how he might improve his methods to get a better color. However, he might compare his process with the one following. Perhaps he will then be able to determine just where his trouble is.

To produce satisfactory beef hams, extra care must be given to the selection or handling and chilling of the cattle from which these cuts are produced.

The dressed cattle must be handled with care in the chill room, and delays between the chill room and cutting floor should be avoided. If the carcasses are allowed to remain in the cooler too long, the meat becomes somewhat aged, which is unsatisfactory for proper cure.

The dressed cattle should be cut in a refrigerated room to obtain the best curing results.

Curing Beef Hams.

The manufacture of dried beef from either insides, outsides or knuckles must be a very careful and accurate process. It is essential that the finished product have a bright cherry color as well as a smoky flavor and it must not be too salty.

Temperatures.—The fresh beef hams should have an inside temperature of 34 degs. and be packed in pickle very carefully. This packing should insure a proper circulation of pickle and at the same time have the product show the best appearance possible when taken out of pickle and smoked.

Packing.—Pack the bottom layer of hams perpendicularly in the tierce, with the shank up and the butt end down. All the other layers should be packed in the same way, with the exception of the top layer which is packed with the butt end up and the shank down. The product should not be jammed into the tierce as this will interfere with the cure and will also spoil the shape of the meat.

If the hams are cured in vats instead of tierces the beef hams should be laid flat on the bottom of the vat, with the butt end toward the outside and the shank toward the center. This

method of packing is followed until the vat is filled.

Beef hams may also be cured in barrels, packing about 215 lbs. of green meat to the barrel.

After the hams are packed in the curing container some curers sprinkle them lightly with fine salt.

Formula.—The formula for the curing pickle varies in different plants. A good basic formula follows:

For 100 gals. pickle, use 15 lbs. sugar, 6½ lbs. nitrate of soda, and salt to make strength of 78 degs. on salometer at 35 to 38 degs. temperature.

This formula is varied by many packers. Some use more nitrate of soda or salt peter; others vary the sugar content.

To each 100 lbs. of green meat use 5 gals. of pickle or more. If the product is packed in tierces, the tierce is headed up when the meat is well covered with the pickle. Where the beef hams are cured in vats, the meat is kept down in the pickle by the use of cross slats fastened inside the vats just below the top edge. These are slipped out when the hams are overhauled.

Overhauling.—Overhaul the hams on the 10th, 25th and 40th days after they are put down. If tierces are used, see that they are properly headed up and kept full of pickle. When necessary to add new pickle, be sure this is of the same strength as the pickle originally used on the meat.

Used tierces or other curing containers are best for curing beef hams.

Overhaul tierces by rolling until the meats are moved about in the pickle. If dark spots appear on the meat, they

are usually the result of packing too tightly in tierce, barrel or vat, or of using an insufficient amount of pickle. Sometimes they are the result of neglected overhauling, and again, of unsanitary handling.

The time of cure is about 7 days to the pound.

Soaking.—After the hams are cured, they are soaked in good pure water at 68 to 72 degs. F. for about 24 hours. It is good practice to overhaul the meat during the soaking period to be sure the results are uniform. A slatted false bottom is often used in the soaking vats, so that the water can be drained out when it becomes too salty and fresh water added. Sometimes the soaking vats are overflowed to remove foam and scum and maintain an agitation in the vat while soaking.

Drying.—After soaking, the hams are removed from the water, wiped off and hung on racks to dry thoroughly before being placed in the smokehouse. Either "S" hooks or twine are used for this purpose, being inserted through the shank about 2 in. from the end between the two muscles and just above the knee cap. This will keep the hams from having a long, skinny shank after drying and smoking.

Smoking.—Hang in the smokehouse so as to allow a proper circulation of warm air and smoke, and do not let the hams touch each other. The lighter pieces, such as outsides and light inside pieces, should be placed in the top of the smokehouse, and the heavy inside pieces or knuckles should be placed below—that is, if the smokehouse includes two or more floors.

Wood fires—one fair-sized fire in the front and one in the rear of the smokehouse—may be used, together with steam coils for the first 24 hours of drying. This helps to produce the rich color so desirable on this product. The temperature of the smokehouse the first day should be 130 degs. After the first day the fires will not be needed as the steam coils will maintain a temperature of 120 to 125 degs.

The drying is completed in from 4 to 7 days. There will be a shrink from cured weight of about one-third. Light knuckles and outsides can be smoked and dried in 4 days, but the heavier pieces must be left in from 5 to 7 days.

An ordinary smokehouse used for ham and bacon may be used for drying and smoking beef hams if it is provided with steam coils. It is better when these are placed under the floor gratings.

Smokehouse Grease— A Fire Hazard

How often do you clean the walls of your smokehouse?

Grease accumulations on smokehouse walls have been found to be one of the chief fire hazards in many packing plants.

Not long ago a packing plant suffered a heavy fire loss. Investigation proved the fire started in the smokehouse.

And the cause was this: *Grease covered the smokehouse walls over an inch thick.*

Both this fire loss and the loss of business during rebuilding could have been avoided simply by cleaning the smokehouse walls at regular, frequent intervals.

How long ago was this done in your plant?

Dry Rooms. — Where smokehouse space is at a premium, or where large quantities of dried beef are manufactured, it is not always practical to use the smokehouse for drying. With such a manufacture, a dry room is used, equipped with steam coils, and after the product is dried it is processed through the smokehouse for color.

Dry rooms may be arranged with steam coils on the end and side walls. The coils are supported by iron standards with a 3 in. space between the coils and walls.

There should be enough radiation to maintain temperature around 120 degs. F. during the drying process. This room should be as nearly fireproof as possible.

Where operations are on a fairly good-sized scale, the trolley system is most economical for handling meat.

Ventilation. — These dry rooms must be provided with a ventilation system so the air will come in from the floor line and escape from the top of the room, carrying the moisture with it. These openings should be arranged so they can be opened and closed, and with the air circulation under absolute control. Thermostatic control in these dry rooms is considered very desirable in avoiding variation in temperature, which is detrimental to the product.

The beef hams are carried in these dry rooms at a temperature of 120 degs. for at least 75 hours, and then delivered to the smokehouse to be smoked for 15 hours in a slow cool smoke, or until a high color is obtained.

After the hams are dried and smoked they should be held in a light, dry, well-ventilated room until ready for slicing.

Extreme care in sanitation should be practiced throughout in the handling of this product. The equipment should be kept spotlessly clean and no discoloration of the product permitted.

Nitrite in Curing Hams

How much nitrite should be used in pickle for quick-curing hams, to get a nice color that will last?

An Australian packer who has not used this curing ingredient previously writes regarding it as follows:

Editor The National Provisioner:

Would you be good enough to give me information regarding the quantity of sodium nitrite to be used in curing.

We are using a mild cure for hams, 21 days in pickle, 76 deg. salometer. What quantity of sodium nitrite per 100 gallons would be required to give a nice color that will last? We pump with the same pickle we use to cover with, and overhaul every fifth day.

This packer might secure more satisfactory results if he used a stronger pumping pickle than cover pickle. The more concentrated this solution is the less watery the pumped ham will be, and the more effective the cure, particu-

larly if the period is short, as this inquirer indicates.

For 100 gals. of pumping pickle 24 oz. of sodium nitrite is recommended, and the pickle should be of 90 degs. strength. In the cover pickle use 16 oz. nitrite and a 75 deg. pickle. More sugar is also included in the pumping pickle than in the covering pickle, 20 lbs. in former and 10 lbs. in latter.

This packer's overhauling periods are about in line with general practice.

Way to Make Scrapple

A meat specialty manufacturer wants to sell scrapple, but so far has been unable to manufacture an entirely satisfactory product. He says:

Editor The National Provisioner:

We have been experimenting with scrapple in a small way before we manufacture it for the trade. We get a nice-looking product, but it won't hold together when it is fried. Can you suggest anything to help overcome this trouble?

Scrapple is nothing more nor less than a good corn meal mush with ground cooked meat added during the cooking process. If the product separates when it is fried, it is possible that the mush is not stiff enough and more corn meal can be used. The addition of some wheat flour or rye flour also helps to make a firmer product.

Another cause of this separation is the use of too much fat in the product. If the corn meal and ground meat are cooked in the meat broth, and this contains a good deal of melted fat, it is entirely possible to get too much in the scrapple. As the product cools in the molds this is not apparent, but when it is fried the grease melts out and the product breaks up. This should be checked carefully in overcoming this crumbling trouble.

Buying and Testing Sausage Casings

Do you know how to buy casings?

How many pounds of sausage meat do you lose a week through defective casings?

And when they arrive, do you know how to test them?

Practical hints on buying and testing sheep and hog casings may be obtained by filling out and sending in the following coupon:

*The National Provisioner,
Old Colony Bldg., Chicago, Ill.*

Please send me reprint on "Buying and Testing Sausage Casings." I am a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City

Enclosed find 2-cent stamp.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

STEAM IN SMOKEHOUSE.

A Western packer asks regarding the use of steam coils in the smokehouse. He says:

Editor The National Provisioner:

Would it be an advantage for a person to connect the smokehouse with steam coils while smoking cured meats?

What effect would it have on the meat if steam coils and smoke fire were used at the same time?

Steam coils are used to furnish heat in the smokehouse. It is common practice to install them, especially in colder climates and where wood is not used extensively in the smoking process.

If both wood and coils are used, care must be exercised to see that the house does not become too hot. The coils are particularly useful in drying off the meat or sausage before the actual smoking process begins.

These coils are usually located in the fire pit along the walls or beneath the grating on each floor level. Where the smokehouse is several stories high the latter method is regarded as of considerable advantage.

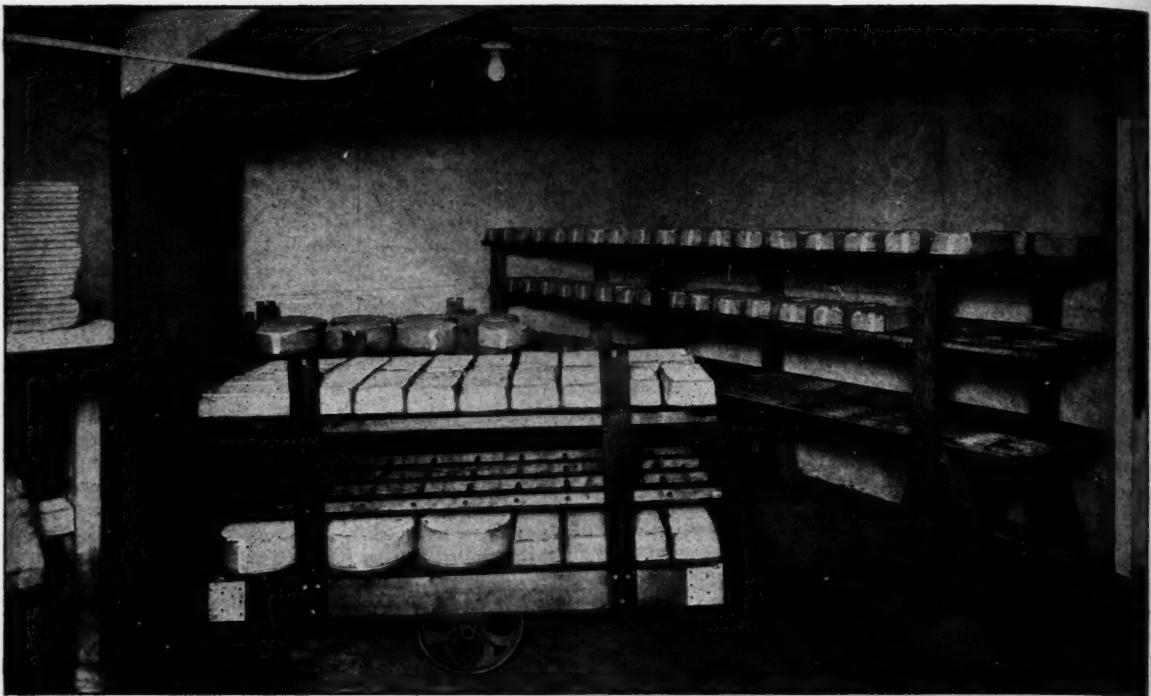
COOKING CURED PORK.

Fifty per cent more cured pork is consumed than fresh pork, according to statistics of meat consumption. Consequently the right way to cook this meat to make it most attractive to the consumer is of prime importance, as cooking has a major influence on meat consumption.

For cured pork, as for fresh pork, thorough cooking at slow to moderate temperature is the secret of success, according to Lucy M. Alexander and Fanny Walker Yeatman, in Leaflet No. 81 of the U. S. Department of Agriculture, entitled "Cooking Cured Pork." Ham cooked in water should be simmered below the boiling point, while for household purposes slow baking at 250 to 260 degs. F. is regarded as superior to water or steam cooking both for old hams and those of very mild cure.

After a brief discussion of cured pork and the best methods of cooking, instructions are given for preparing baked ham, boiled ham, ham cooked under steam pressure, broiled, baked and fried ham slices with and without fruit combinations, roast stuffed shoulder, salt pork and bacon, also recipes for taking care of left-overs. Copies of the bulletin can be procured in quantity from the Government Printing Office, Washington, D. C., at 5c each.

Watch the Wanted page for bargains.



CHEESE FLAVOR IS GUARDED by cork in this Armstrong-insulated curing room of the Kraft-Phenix Cheese Company in Larned, Kansas.

Kraft-Phenix holds constant curing temperatures with CORK

FLAVOR'S the important thing with cheese. And flavor depends largely on the temperature of the curing room. A few degrees too much heat may hasten the curing process and add a bitter taste to the product.

So Kraft-Phenix Cheese Company guards the flavor of American Cheddar Cheese by insulating the curing room in its Larned, Kansas plant. Armstrong's Corkboard was the material chosen—a 2-inch layer on walls and ceiling. This insulated room can be kept at any desired temperature for longer periods, with less variation and at lower expense.

Cork is also used in the cold storage rooms of the Kraft-Phenix plant. Here 4 inches of Armstrong's

Corkboard on the walls and 3 on the ceiling help to hold the storage temperature at 33° to 35°F., shutting out heat and preventing spoilage.

Standard Insulation

Armstrong's Corkboard is standard insulation wherever temperature must be controlled. Its heat transmission coefficient is low—it does not deteriorate or decay. Equally important is the fact that cork resists moisture. It will not warp, shrink, buckle, or settle. Properly installed, it will give long and efficient service.

Corkboard has great structural

strength. In this plant, for instance, the partitions between cold storage rooms are composed entirely of cork. Resistance to fire cuts down the risk of loss from this danger. And Armstrong's Corkboard comes in a wide variety of thicknesses, making installation easier and quicker.

Armstrong engineers are glad to cooperate in the planning of insulation for any type of work. Their knowledge and experience may be of value to you in your next installation. Write Armstrong Cork & Insulation Co., 952 Concord St. Lancaster, Pa.; and Armstrong's Canadian Offices in Montreal, Toronto, and Winnipeg.



Armstrong's Corkboard Insulation

THE STANDARD INSULATION FOR ALL REFRIGERATION

Refrigeration and Frozen Foods

BRINE SPRAYS IN SHOWCASES.

Many of the problems of meat plant coolers were solved when the brine spray method of refrigeration was introduced. In particular, positive air circulation and a greater degree of humidity were obtained, with consequently less shrinkage and discoloration of meats.

The brine spray method has now been adapted to cooling showcases. It is expected that cases cooled by this method will be particularly suitable for quick-frozen foods. In these showcases a brine tank is placed at the bottom. The brine, cooled to a low temperature, is circulated by means of a motor-driven centrifugal pump and sprayed through ducts or flues recesses into the walls of the refrigerator case.

In principle these ducts are similar to the individual spray ducts used in meat plant coolers. The air is drawn in at the top by the falling brine and is discharged at the bottom through louvers. A constant air circulation and a high humidity within the case results, it is said. Among the other advantages claimed is that there are no coils to defrost.

QUICK-FROZEN SALMON.

Fresh salmon caught on the Pacific Coast is now being offered for sale in Eastern consuming centers. This latest phase in food distribution, the result of a successful experimental shipment concluded recently by the Canadian National Railways, is made possible by the efficiency of the modern

refrigerator car and the new quick freezing process which is being applied for the first time to the Alaskan fishing industry.

The first carload of salmon steaks handled under the new process was delivered by the Canadian National Railways in Groton, Conn., for distribution to New York and other eastern cities. Reports show that the fish was as fresh on the day of its arrival as when it was packed in the new plant at Ketchikan, Alaska.

The fish were 11 days in transit and passed through outside temperatures of 60 to 90 degs. Fahr. This is the longest haul ever attempted with quick-frozen fish, it is said, and the success of the experimental shipment will be followed by regular deliveries of fresh Alaskan and north Pacific Coast fish to eastern markets, according to officials of the Canadian National Railways.

FROZEN FOODS IN FAR WEST.

Some months ago an arrangement was made for development of frozen foods under the Birdseye process on the Pacific Coast through an alliance between General Foods Corporation, owners of the Birdseye patents, and the Standard Oil Company of California, which possesses extensive refrigeration facilities in that territory. These companies have now made an agreement whereby General Foods interests will proceed in complete charge and ownership of the production and distribution of Birdseye quick-frozen food products for the Far West. Previously the pro-

gram was to have a subsidiary, jointly controlled by General Foods and Standard Oil, and with Standard Oil in charge of the operation in the Far Western states.

"A thorough study of the western situation," says Standard Oil, "has indicated that the development under these patents can best be accomplished through direct production and distribution, as well as by licensing. Food distribution is not within the sphere of Standard Oil or Pacific Public Service Company's activities. Because General Foods is peculiarly equipped for the production and distribution problems involved, it has been mutually agreed that General Foods should proceed. Standard Oil has not altered its opinion with respect to the merits of the process, and does not relinquish its participation because of any lack of confidence in the ultimate success of its development."

REFRIGERATION NOTES.

Kramp Cold Storage, Inc., Newfane, N. Y., has been incorporated with a capital stock of \$25,000.

Medford Ice & Storage Co., Medford, Ore., will make plant improvements costing \$7,500, according to report.

The plant of the Southern Cold Storage Co., Knoxville, Tenn., has been destroyed by fire.

Georgetown Butter & Egg Co., Georgetown, Tex., has a cold storage unit under construction at its plant.

Community Ice & Produce Co., Sulphur Springs, Tex., plans construction of a \$50,000 ice and cold storage plant at Sapulpa, Okla.

Improvements and repairs on the refrigerating plant of the Pacific Fruit Express Co. at North Powder, Ore., are under way. They will cost about \$6,000.

Solid Carbonic Corp. plans construction of a plant for the manufacture of solid carbon dioxide at Fort Worth, Tex.

The Chamber of Commerce of El Campo, Tex., will sponsor the erection of a local cold storage plant.

Frozen Juice Corp., Harlingen, Tex., is reported to be planning the erection of a quick freezing plant with a capacity of 3,000 gallons.

A plan for construction of a \$100,000 plant, to include a refrigeration plant, for the San Antonio Pecan Growers has been submitted to the Chamber of Commerce of Laredo, Tex., by H. E. Hutchens, their representative.

Preliminary plans are being prepared for a \$100,000 addition to the plant of the Carbon Dioxide & Chemical Co., Woodside, Utah.

The Interstate Service Corp., Abingdon, Va., recent purchaser of the Abingdon Ice & Cold Storage Co. plant, has remodeled the plant and placed it in operation. Plans are now under way for increasing the present capacity, and to this end the machinery and equip-



HOW WEST COAST SALMON GOES TO EASTERN CONSUMERS.

Alaskan quick-frozen salmon is being shipped to eastern markets in refrigerator cars of the above type. The fish is on the way about 11 days, temperatures of about 20 degs. Fahr. being maintained in the car. The fish arrive in the East in excellent condition.

"United's Service"

provides
economical and efficient
**COLD STORAGE
ROOMS**

*Get our proposal and
specifications on your next job*

UNITED CORK COMPANIES
Main Factories
Lyndhurst, N.J.
Branch Offices in
Principal Cities

ment of the Clark & Detmire Ice Co. of Abingdon, has been acquired.

Omak Local Warehouse Co., Omak, Wash., is enlarging its cold storage plant and will install additional equipment.

Atlas Cold Storage Warehouse Co., Green Bay, Wis., has completed its new \$40,000 cold storage warehouse.

Wisconsin Distributing Co., Oshkosh, Wis., plans erection of a two-story cold storage and refrigerating plant which will cost approximately \$50,000.

FROZEN FRUIT IN NEW FORM.

Quick-frozen fruits may soon be enjoyed in a new form following experiments with several varieties of fruit by the Food Research Division of the U. S. Bureau of Chemistry and Soils.

By pulping the pitted fruit, adding a sugar syrup of proper concentration, mixing it thoroughly and then freezing it at a very low temperature, department chemists have developed a frozen product with a remarkably smooth texture and with the full retention of the original flavor which makes it suitable for direct consumption.

If the results measure up to their present promise, the chemists say, this new type of frozen product will offer a new outlet for the fruit grower and packer, besides furnishing the ice cream manufacturer and soda fountain operator with a new and highly desirable fruit base, as well as a new frozen fruit product for direct consumption in the frozen state.

PRODUCE IN COLD STORAGE.

Cold storage holdings butter, cheese, eggs on Nov. 1, 1931, with comparisons:

	Nov. 1,	Oct. 1,	5-yr. av.	Nov. 1,	Oct. 1,	5-yr. av.	Nov. 1,	Oct. 1,	5-yr. av.
	1931.	1931.	1931.	M lbs.	1931.	1931.	M lbs.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Butter, creamery	56,164	80,152	114,682						
Cheese, American	64,071	65,802	74,164						
Cheese, Swiss	9,765	9,324	7,654						
Cheese, brick and Munster	1,115	801	1,251						
Cheese, Limburger	687	604	1,493						
Cheese, all other	6,222	6,895	6,655						
Eggs, canned	5,740	7,960	5,867						
Eggs, frozen	94,860	105,302	69,810						

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Expert and unbiased surveys by qualified refrigeration engineers familiar with provision plant requirements. International reputation for low-cost, engineered-to-the-need installations. This service free of charge and obligation. Address General Refrigeration Sales Company, 615 Seventh Street, Rockford, Illinois.



BABY BEEF IS CHAMPION.

Another proof of the popularity of baby beef was given when an Angus calf, less than 11 months old, was made grand champion of the American Royal Livestock Show at Kansas City, held during the week ended November 21. The calf was bred and exhibited by the Oklahoma Agricultural College. The grand championship was carried off in the carlot class by a load of Herefords, exhibited by Dan D. Casement, well known Kansas breeder and feeder, and the reserve championship by a load of the same breed exhibited by A. H. Schmidt of Kansas City.

An innovation of the show was a farm baby beef class, which was open only to breeders maintaining less than 50 head of cows. Veteran packer cattle buyers were among the judges in the fat cattle classes, including Lee Cassidy of the Cudahy Packing Co., Tom Cross of Armour and Company and T. H. Ingwersen of Swift & Company.

PAPER CONTAINER RESEARCH.

A fellowship for research work on the use of paper containers, particularly in connection with quick-frozen fruits and vegetables, has been established at the Georgia Experiment Station, Griffin, Ga., by the Paper Board Manufacturers Association. W. T. Zeigler will be in charge of the investigations.

The selection of the Georgia Experiment Station for this work, it is announced, is in recognition of the advance work done by the Station in the field of frozen foods. Among the properties of paperboard containers that will be investigated are those of insulation and absorption. Use of paper containers for frozen fruits and vegetables have given good results.

FROZEN POULTRY IN STORAGE.

Cold storage holdings of frozen poultry on Nov. 1, 1931, with comparisons:

	Nov. 1,	Oct. 1,	5-yr. av.	Nov. 1,	Oct. 1,	5-yr. av.	Nov. 1,	Oct. 1,	5-yr. av.
	1931.	1931.	1931.	M lbs.	1931.	1931.	M lbs.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Broilers	15,247	13,673	16,328						
Fryers	5,534	3,764	4,546						
Roasters	12,129	6,345	12,719						
Fowls	7,468	6,967	7,746						
Turkeys	2,301	3,685	3,436						
Miscellaneous	23,026	22,061	19,502						

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ARCHITECT

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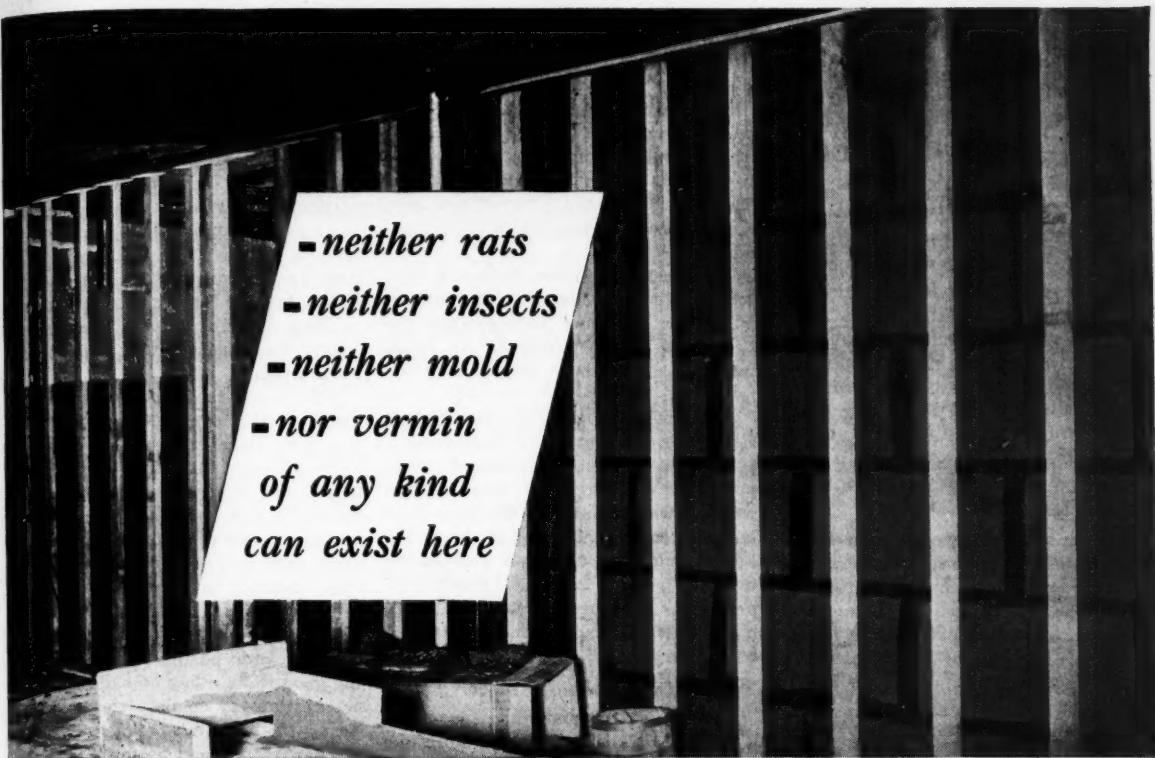
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Rock Cork does not harbor rats, insects or other vermin. Rock Cork, too, is odorless and is incapable of absorbing or giving off odors no matter where it is used nor how long installed.

J-M Rock Cork has other advantages. It will not disintegrate or decay...it is permanently waterproof...no other low temperature insulation equals Rock Cork in resistance to moisture penetration. This feature gives Rock Cork the ability to maintain its high insulating value unimpaired by years of service.

Recent tests made of various installations, many of them twenty years old, have shown the Rock Cork to be still in perfect condition and possessing its initial insulating efficiency.

Johns-Manville

Insulations for all temperatures from 400° F. below zero to the highest industrial temperatures. Also Built-Up Roofing, Industrial Flooring, Waterproofing, Transite, Refractory Cement, Packings.



Rock Cork

A Page for the Packer Salesman

Gloom Hurts Trade

But Optimism Creates Confidence and Boosts Meat Sales

Business conditions have continued slow because consumers were not spending more freely.

The retailer who before customers assumes a pessimistic attitude on the business situation not only delays the return to normal but injures his business and contributes a share toward keeping meat consumption lower than it should be.

The same thing is true of the packer salesman.

Packer salesmen can do their bit by being cheerful before retailers and pointing out to them that consumers should be encouraged to buy. This cannot be done by talking about harder times to come, but by calling attention to the fact that meats are now low in price, and will go higher with the return of better conditions.

How Salesman Can Help.

A salesman in the field writes as follows out of his own experience:

Editor THE NATIONAL PROVISIONER:

It is not within the ability of the packer salesman to exert much influence to better the present economic conditions, but he can do his bit to hasten the return of prosperity by impressing on his customers the fact that cheerfulness is better business than pessimism.

I spent the last two Saturday afternoons helping two of my retail customers and observing how business is handled in these stores.

And, by the way, I believe the packer salesman can benefit considerably by getting behind the retail counter occasionally. Or if he does not care to do this, he will learn much that will be of value to him by spending a Saturday afternoon or evening occasionally as an observer in a retail store. Close contact is the best way to get an accurate idea on retailer and consumer viewpoints.

The Gloom Spreader.

One of these retailers whom I visited, by maintaining a cheerful attitude of mind at all times, is attracting business and making larger sales to each customer. The other, by attempting to build business by painting a dark picture, is discouraging his customers and hurting his business.

In the latter market a customer was liable to be greeted somewhat as follows:

"Good afternoon Mrs. Smith! What's on your mind? We are pricing our meat very low today. Now is the time to buy, for it sure is going to be hard sledding this winter. Never saw anything quite like present business conditions!"

The result was that before a customer left this shop she thought she had spent too much money when she had made a 25c purchase. In about four out of five shops this kind of talk is heard.

In the other shop the atmosphere was altogether different. Here one heard:

"Good afternoon, Mrs. Jones! Hope you are enjoying the fine autumn weather we are having. We have good bargains today, and many of them. We are selling for cash, and you should take advantage of the present low prices, for food prices are bound to go higher. Things are bound to pick up before very long."

The Sunshine Shredder.

Here were cheer and optimism. When a woman walked out of this store she had the feeling she should have bought more than she did. As it was, she probably bought more than she intended. But no matter how much she bought, she got her money's worth!

There is too much pessimism among meat retailers today, and as a result consumption is lower than it might be. Instead of spreading the idea that the consumer can benefit by taking advantage of present low prices, too many retailers are giving the impression that business conditions will get worse and that meat prices consequently will be lower tomorrow or next week.

What we need are more optimists and fewer pessimists. Meat consumption will increase in proportion to the degree with which customers are encouraged to buy.

Packer salesmen can help to better the situation by pointing out to retailers how pessimism hurts their sales.

Yours truly,
OLD TIMER.



FORGETTING COMPETITION.

Much has been written for salesmen on the wisdom of attending to one's business and forgetting competition, particularly when soliciting orders. Some good thoughts along this line were brought out by T. G. Lee, president of Armour and Company, in a recent issue of the Armour Magazine. He said:

"How closely do you watch your competitors, and what is your attitude toward them?

"If you are thoroughly familiar with the prices they are quoting; if you know just who their customers are; if you know all their faults and failings; and if you are able to 'show them up' to the trade, then you are paying entirely too much attention to them. By the same signs you probably are paying too little attention to your own business.

"Competitors should stimulate you but not dominate you. You ought to make it your business to learn about the good things they do and you should not hesitate to emulate them. Deprecating the competitor—knocking him—is no part of your business whatever. It has been truthfully said that every time you knock your competitor you boost him.

"The job of the salesman is to know why his company's products fit the needs of the customer, how and where his service is superior, and why the price makes the product a good buy. All this information can be given to the trade without knocking any competitor and almost without recognizing there is such a thing as competition.

"Keep your knowledge of the competitor to yourself. It's not expected of you and it's not a part of your job to boost the competitor; neither is it the part of wisdom to deprecate him.

"Selling at a profit is your responsibility, and if you cannot sell the fault lies with you and not with competition.

"Forget your competition except so far as you can learn from it."

PLANNING SALES WORK.

The law of averages still works, despite the business conditions existing. The more calls a packer salesman makes the more product he will sell.

However, some planning must be done for best results. Simply covering the territory will not do. A large number of calls will not produce the most business unless enough time is allotted to each call to do a good selling job on each item on the list.

It may take a little work and ingenuity to plan the most efficient working schedule, but only in this way can the most be accomplished in the working day. The telephone can be used to advantage but its use should not be overdone.

November 21, 1931.

THE NATIONAL PROVISIONER

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Provision and Lard Markets

WEEKLY REVIEW

Trade Fair—Market Weaker—Cash Demand Fairly Good—Lard Stocks Decreasing—Outward Movement Smaller—Hogs Irregular—Western Run Only Fair—Weights Lighter.

A backing and filling market featured hog products the past week. The trend continued downwards, lard dropping to a point where futures were off 62 to 72 points from the highs of the present month, and incidentally from the highs of the season on the May delivery. Moderate deliveries on the spot month created relative weakness in the November position at times, while the erratic fluctuations in grains, with the general outside commodity markets displaying a downward trend, served to make for a good part of the weakness in provisions. Commission houses were on both sides and hedge pressure, on the whole, was moderate. On the setbacks some fresh buying power made its appearance, influenced by a fairly good cash lard demand, decreasing lard stock and a comparatively moderate hog run.

Sentiment, however, was quite mixed, and again uncertainties regarding European financial developments, particularly the German situation, served to cause more or less unsettlement as to possible influence on export trade. In connection with the latter, exports of lard for the week ended November 7 were officially placed at 8,101,000 lbs., compared with 9,119,000 lbs. the same time last year. Exports of lard from January 1 to November 7, 1931, have been some 479,320,000 lbs., compared with 563,939,000 lbs. the same time a year ago. Exports of hams and shoulders, including Wiltshires, for the week were 682,000 lbs., against 540,000 lbs. last year; bacon, 583,000 lbs., against 767,000 lbs.; pickled pork, 70,000 lbs., against 249,000 lbs.

Cold storage holdings of lard in the United States on November 1 were placed at 39,641,000 lbs., compared with 36,211,000 lbs. last year, and a five-year November 1 average of 72,801,000 lbs. Chicago lard stocks during the first half of November decreased about 1,900,000 lbs., totaling 11,429,940 lbs., against 9,406,290 lbs. the same time a year ago.

Hog Runs Smaller.

The hog market moved irregularly also, recovering from 4.65c the previous week to 4.95c, only to sag again to 4.50c average this week. The latter price compared with 8½c a year ago and 9.05c two years ago. Developments in hog values were a little surprising, as the western run last week totaled about 496,000 head, against 501,900 head the previous week and 586,183 head the same week last year. Average weight of hogs at Chicago last week was 218 lbs., against 219 lbs. the previous week, 222 lbs. the same week last year and 225 lbs. two years ago.

The lighter weights of hogs and the moderate available supplies of lard were attracting attention in speculative quar-

ters, but in trade quarters the tendency was to keep a watchful eye on the attitude of the hog raiser in determining the prospective market developments in the immediate future.

While the run was fairly liberal the early part of this week, development of wintry weather in the west and northwest, it was calculated, would tend to slow down the movement of hogs to the leading points for a time at least. A very strong cash corn situation existed in the West and Northwest. This was the result of demand from feeders and industries, as well as due to the fact that farmers were not inclined to sell corn freely at around the present price levels.

Meat Stocks Down.

Cold storage holdings of meats on November 1 was placed at 465,304,000 lbs., compared with 497,438,000 lbs. a year ago and a five-year average of 552,595,000 lbs. Stocks of frozen pork were 53,310,000 lbs., against 64,127,000 lbs. and 66,421,000 lbs., respectively. The stock of dry salt pork in process of cure was 13,926,000 lbs. and fully cured 42,570,000 lbs., against 25,897,000 lbs. and 17,297,000 lbs., respectively a year ago. Stocks of pickled pork in

process of cure were 152,810,000 lbs. and fully cured 94,130,000 lbs., compared with 154,921,000 lbs. and 94,564,000 lbs., respectively a year ago.

PORK—The market was very steady, with a fair routine trade. Mess at New York was quoted at \$21.50; family, \$24.25; fat backs, \$19.00@19.25.

LARD—The market was irregular and demand fair, but prices were influenced by developments in futures. At New York, prime western was quoted at 7.10@7.20c; middle western, 6.90@7.00c; New York City tierces, 6½c; tubs, 7½c; refined continent, 7½c; South America, 7¾c; Brazil kegs, 8½c; compound, car lots, 7¾@8c; smaller lots, 8@8½c.

At Chicago, regular lard in round lots was quoted at November price; loose lard, 65c under November; leaf lard, 57½c under November.

See page 44 for later markets.

BEEF—The market displayed a very steady tone. Mess at New York was nominal; packet, nominal; family, \$15.00 @17.00; extra India mess, nominal; No. 1 canned corned beef, \$2.25; No. 2, \$4.75; 6 lbs. South America, \$16.00; pickled beef tongues, \$65.00@75.00 per barrel.

Heavy Hogs Cut Out Best Values

Packers appear to have bought their hogs closer to their real values this week than for some time past. Cut-out losses were not large, although the heavier averages made a somewhat better showing than the light weights, in relation to the live price paid.

While receipts at Chicago for the first four days of the week were less than a week and a year ago, at the twenty markets receipts at 575,000 were larger than in either of the previous periods or in the same week of 1929.

At Chicago the week's top of \$4.85 was paid on Monday, with prices showing a decline later. On Tuesday the average price at \$4.50 was the lowest since 1908. The heavier weight hogs were usually well finished, while some of the lighter weights showed a decided lack of finish.

The fresh pork market during the

week was slow and prices dropped back to the low point for the year. Lard prices dropped also, but cured meat prices held up fairly well.

The following test, worked out on the basis of live hog costs and product prices at Chicago during the first four days of the week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE show 200 lb. hogs cutting out the least satisfactory of any of the averages given. However, the loss per head on this average is only 70c. While this is not large it does fail to provide the packer that cutting profit which is a much needed protection now when hogs are low, just as it is when they are higher.

Arbitrary costs and credits are used in working out the following tests. Each packer should use local figures and work these tests every day, especially at this time when the quality of the hogs is showing considerable change.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.13	\$1.00	\$1.01	\$1.03
Picnics .....	.34	.32	.32	.30
Boston butts .....	.33	.33	.33	.33
Pork loins .....	.96	.89	.81	.76
Bellies, light .....	.85	.80	.48	.20
Bellies, heavy .....	..	..	.51	.58
Fat backs .....	.77	.74	.74	.35
Plates and jowls .....	.08	.09	.11	.14
Raw leaf .....	.11	.12	.12	.12
P. S. lard, round wt. ....	.77	.85	.77	.72
Spare ribs .....	.09	.08	.06	.06
Regular trimmings .....	.08	.08	.06	.06
Rough feet .....	.03	.03	.03	.03
Tails .....	.01	.01	.01	.01
Neckbones .....	.02	.03	.02	.02
Total cutting value (per 100 lbs. live weight)	\$4.80	\$4.70	\$4.72	\$4.74
Total cutting yield	66.00%	68.00%	70.00%	71.00%
Crediting edible and inedible offal to the above cost of well-finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt.	\$.22	\$.35	\$.24	\$.12
Loss per hog37	.70	.57	.53

November 21, 1931.

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FILL FRENCH IMPORT QUOTAS.

Import quotas for canned meats, butter, and steers and bullocks for importation into France for the period from October 1 to December 31, 1931, were exhausted on October 28, and no further imports of these items will be permitted during the remainder of 1931, says a U. S. Department of Commerce report. Import contingents for the importation of certain livestock, meats, and dairy products into France were established by a decree published October 1, 1931. Contingents for the period from October 1 to December 31, 1931, were fixed at 700 metric tons for canned meats and 120 metric tons for butter, these quantities to represent total imports from all countries.

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago at the close of business November 14, 1931, as reported by the Chicago Board of Trade are as follows:

	Nov. 14, 1931.	Oct. 31, 1931.	Nov. 14, 1930.
P. S. lard, made since Oct. 1, '31, lbs.	2,844,221	1,936,310	2,682,758
P. S. lard, made Oct. 1, '30 to Oct. 1, '31, lbs.	5,620,625	7,341,735	3,330,364
Other kinds of lard, lbs.	2,965,094	4,051,973	3,393,168
D. S. clear bellies, made since Oct. 1, '31, lbs.	3,614,052	3,507,475	2,097,341
D. S. clear bellies, made previous to Oct. 1, '31, lbs.	5,118,050	7,883,466	330,511
D. S. rib bellies, made since Oct. 1, '31, lbs.	177,195	289,173	620,012
D. S. rib bellies, made previous to Oct. 1, '31, lbs.	773,115	1,230,663	94,813
Extra short clear sides, made since Oct. 1, '31, lbs.	27,746	21,100	21,779
Extra short clear sides, made previous to Oct. 1, '31, lbs.	65,600	66,500	19,160

CANADIAN MEAT IMPORTS.

Imports of meat and lard into Canada during September, 1931, with comparisons for the same period last year, are given by the Dominion Bureau of Statistics as follows:

	Sept., 1931. Lbs.	Sept., 1930. Lbs.	Value.	Sept., 1931. Lbs.	Sept., 1930. Lbs.	Value.
Beef and veal, fresh	8,861	2,777	\$2,777	17,296	3,649	\$6,499
Mutton and lamb, fresh	3,733	421	28,534	2,757	212	16,013
Port, fresh	212	39	90,726	1,123	209	2,282
Other meats, fresh	138	—	—	1,123	—	—
Beef and hams, shoulders, cured	3,001	1,322	756,069	103,961	—	—
Beef, pickled in blis.	—	—	1,997	490	—	—
Canned meats	318,591	31,066	1,396,541	105,541	—	—
Meats prepared or pres., other	14,041	4,150	8,962	2,654	—	—
Pork, bbl'd in brine	567,900	33,375	882,519	92,506	—	—
Pork, dry salted	1,424	322	47,769	7,210	—	—
Sausage	21,705	6,886	42,061	15,025	—	—
Other meats, salted	1,289	324	1,145	406	—	—
Lard	1,674	220	3,976	598	—	—
Lard compound	1,063	199	125,631	14,503	—	—
Sausage casings, not cleaned	—	1,478	—	1,521	—	—
Sausage casings, cleaned	—	33,443	—	118,831	—	—

CANADIAN MEAT EXPORTS.

Exports of meats and lard from Canada in September, 1931, according to the Dominion Bureau of Statistics, with comparisons, were as follows:

	Sept., 1931. Lbs.	Sept., 1930. Lbs.	Value.
Beef, fresh	273,100	23,288	\$23,288
Bacon and hams, shoulders	905,800	150,641	1,119,000
Pork, pickled in blis.	147,400	11,195	255,500
Other meats, n.o.p.	484,900	53,127	423,300
Mutton and lamb, fresh	20,600	3,638	16,900
Pork, fresh	83,900	16,268	112,800
Canned meats	2,226	566	5,744
Pork, dry salted	500	151	28,200
Beef, pickled in blis.	7,600	535	6,400
Lard	433,900	33,083	59,400
Lard compounds	37,000	2,942	59,400
Sausage casings	—	105,701	—

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 20, 1931, show exports from that country were as follows: To England, 157,214 quarters, to the Continent, 17,691 quarters.

Exports of the previous week were as follows: To England, 62,926 quarters; to the Continent, 21,883 quarters.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended November 14, 1931:

HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

	Week ended Nov. 14, 1931.	Week ended Nov. 15, 1930.	Week ended Nov. 16, 1931.	Jan. 1, 1931 to Nov. 16, 1931.
Total	345	959	682	72,239
To Belgium	—	—	567	567
United Kingdom	249	861	506	60,018
Other Europe	—	—	1	49
Cuba	89	86	71	4,663
Other countries	7	12	14	6,791

BACon, INCLUDING CUMBERLANDS.

	Week ended Total	Week ended To Germany	Week ended United Kingdom	Week ended Other Europe	Jan. 1, 1931 to Nov. 16, 1931.
Total	406	828	583	38,466	—
To Germany	—	22	—	28	2,177
United Kingdom	—	—	563	392	15,346
Other Europe	—	—	160	94	4,406
Cuba	—	—	87	67	8,000
Other countries	—	2	105	2	2,871

PICKLED PORK.

	Week ended Total	Week ended To Germany	Week ended United Kingdom	Week ended Other Europe	Jan. 1, 1931 to Nov. 16, 1931.
Total	102	157	70	12,976	—
To Germany	—	40	40	14	1,674
United Kingdom	—	—	517	321	10,099
Other Europe	—	10	7	22	922
Canada	—	86	99	87	8,711
Other countries	—	6	11	3	7,485

LARD.

	Week ended Total	Week ended To Germany	Week ended Netherlands	Week ended United Kingdom	Jan. 1, 1931 to Nov. 16, 1931.
Total	5,406	7,949	5,115	4,562	8,101 454,726
To Germany	—	—	—	517	—
Netherlands	—	—	321	189	22,915
United Kingdom	—	—	—	1,944	3,234 217,536
Other Europe	—	—	424	200	110 22,433
Cuba	—	405	110	84	40,403
Other countries	—	102	417	85	71,190

TOTAL EXPORTS BY PORTS.

	Week ended November 14, 1931.	Hams and shoulders, Bacon, Lard, M. lbs.	Pickled pork, Bacon, M. lbs.	Lard, M. lbs.
Total	345	405	103	5,406
Boston	—	—	—	14
Detroit	—	—	—	—
Port Huron	—	246	86	72
Key West	—	89	87	4
New Orleans	—	7	2	58
New York	—	3	316	10
Baltimore	—	—	—	26

DESTINATION OF EXPORTS.

	Hams and shoulders, Bacon, M. lbs.	Pickled pork, Bacon, M. lbs.	Lard, M. lbs.
Exported to:			
United Kingdom (total)	240	20	—
Liverpool	—	2	16
London	—	—	13
Glasgow	—	—	14
Other United Kingdom	100	94	—
Exported to:			
Germany (total)	—	—	2,129
Hamburg	—	—	2,025
Other Germany	—	—	55

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November 21, 1931.

THE NATIONAL PROVISIONER

41

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—A rather general demand for tallow developed in the market the past week, and absorption of extra tallow f.o.b. New York, estimated as high as 2,000,000 lbs., decidedly tightened the situation. Bulk of the business was put through at 3½c f.o.b., an advance of ¼c from the previous levels. The market incidentally was up about 1c lb. from the extreme low point.

Since this large volume was sold there has been small scattered sales at the same levels, and rumors have been current at times of a little business having been done at 2¾c f.o.b. The latter, however, lacked confirmation. Nevertheless, there was further buying interest in the market at 2½c f.o.b., and with producers sold ahead there was no pressure of supplies in the market.

Some of the packing interests were reported to have sold grades better than extra at New York at 4c. A distinctly better feeling existed in the trade generally, and some were predicting higher levels before the end of the present year. A weakening in the major commodities, however, served to temper bullishness in tallow somewhat.

At New York, special loose was quoted at 3½c; extra, 3¾c; edible, 4½c @4½c nominal.

At Chicago, trade in tallow was rather quiet, but offerings were moderate, and the market was firm with a scattered demand. At Chicago, edible was quoted at 4½c; fancy, 4¾c; prime packer, 4¾c; No. 1, 3¾c; No. 2, 2½c.

At the London auction, 693 casks were offered and 265 sold at advances of 6d@1s 9d over the previous sales. Mutton was quoted at 25s@26s 6d; beef, 27s@28s 6d; good mixed, 23@27s. At Liverpool, good Argentine tallow, November-December shipment, was unchanged at 24s 6d, and Australian good mixed was 6d higher at 27s.

STEARINE—The market in the East ruled rather quiet but steady, with oleo at 6%@6¾c. At Chicago, the market was barely steady. Oleo was quoted at 6¼c.

OLEO OIL—Demand was fair and offerings moderate at New York, making for a firm undertone. Extra was quoted at 7%@7½c; medium, 6%@7c; lower grades, 6¾c. At Chicago, routine interest was in evidence, with the market steady. Extra was quoted at 7c.

See page 44 for later markets.

LARD OIL—A better demand was in evidence, but the market was barely steady with raw materials. Edible at New York was quoted at 12c; extra winter, 8¾c; extra, 8½c; extra No. 1, 8c; No. 1, 7¾c; No. 2, 7½c.

NEATSFOOT OIL—Demand showed some improvement, and the market ruled steady. Pure at New York was quoted at 10½c; extra, 8¾c; No. 1, 8c; cold test, 14½c.

GREASES—There was some improvement in the demand for greases.

A distinctly better tone prevailed as buyers, encouraged by a further upturn in tallow, took hold of greases. Producers' offerings were moderate and their ideas were somewhat firmer. The larger soapers appeared to have been in the market, and prices were influenced somewhat by the steadiness in other soapers' materials. The consumer, however, did not follow advances readily, but the indications were that the producer was fairly well sold up for the time being at least.

At New York, superior house was quoted at 3½c@3¾c; yellow and house, 3@3½c; A white, 3¾c@3½c; B white, 3¾c@3½c; choice white, 4½c@4¾c nominal.

At Chicago, trade in greases was rather quiet, but the market presented a rather firm tone. Sales of choice white grease were reported at 4½c and yellow grease, maximum 15 per cent acid, at 3½c Chicago basis. At Chicago brown was quoted at 2½c; yellow, 3@3½c; B white, 3½c; A white, 3¾c; choice white, all hog, 4½c.

EASTERN FERTILIZER MARKETS. (Special Report to The National Provisioner.)

New York, Nov. 18, 1931.

Ground dried blood sold at \$1.75 per unit f.o.b. New York. Spot stocks are cleaned up, and sellers are now quoting \$2.00 per unit f.o.b. for what small quantity is being offered for late November shipment.

Stocks of ground and unground tankage are not so heavy, a number of sales having been made of ground at \$1.50 & 10c, and of the unground from \$1.35 & 10c to \$1.40 & 10c f.o.b. New York.

Only a very small quantity of unground dried fish scrap is now being offered at \$2.50 & 10c f.o.b. fish factories Virginia, but fertilizer manufacturers are not interested at this price.

Trading is light in nitrate of soda, with no price changes. There is a little better feeling around in the trade due to the advance in price of quite a few materials.

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended November 14, 1931, amounted to 7,283 metric tons compared with 7,921 metric tons last week and 7,708 metric tons during the corresponding week of last year.

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Nov. 1, 1931, to Nov. 18, 1931, totaled 9,356,577 lbs.; tallow, none; greases, 1,135,600 lbs.; stearine; none.

By-Products Markets

Chicago, Nov. 19, 1931.

Blood.

Blood appears to be in good demand. Offerings are not heavy.

Unit Ammonia.

Ground and unground.....\$2.00@2.25

Digester Feed Tankage Materials.

Sales are reported at \$2.00. Producers are asking \$2.25 & 10c.

Unit Ammonia.

Unground, 11½ to 12% ammonia.....\$2.00@2.25 & 10c

Unground, 6 to 8% ammonia.....1.65@1.85 & 10c

Liquid stock.....@1.20c

Steamed bone meal, special feeding, per ton.....@25.00

per ton.....@25.00

Packinghouse Feeds.

Product movement seasonal and prices are steady.

Per Ton.

Digester, tankage, meat meal.....\$ @35.00

Meat and bone scraps, 50%.....@35.00

Fertilizer Materials.

Market is about steady. High grade ground is being offered at \$1.15 & 10c.

Unit Ammonia.

High grd. ground 10@12% am..@21.15 & 10c

Low grd. and ungrd. 6-9% am..@1.15 & 10c

Bone tankage, ungd., low gd., per ton.....@13.00

Hoof meal.....@1.25n

Dry Rendered Tankage.

Crackling market continues to improve. Prices are higher.

Hard pressed and exp. unground, per unit protein.....\$.50@ .55

Soft prd. pork, ac. grease & qual., ton.....@35.00

Soft prd. beef, ac. grease & qual., ton.....@25.00

Bone Meals (Fertilizer Grades).

Market continues fairly active. Prices show no change.

Raw bone meal for feeding.....\$20.00@25.00

Steam, ground, 3 & 50.....@20.00

Steam, unground, 3 & 50.....@13.00

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade.....\$30.00@25.00

Mfg. skin bones.....@5.00@2110.00

Cattle hoofs.....@15.00@ 15.00

Junk bones.....@15.00

(Note—Forgoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet.

Per Ton.

Kip stock.....\$20.00@22.00

Hide trimmings (new style).....@8.00@ 8.00

Skins, pizzles.....@10.00@12.00

Horn pits.....@23.50@24.00

Cattle jaws, skulls and knuckles.....@23.00@24.00

Calf stock.....@38.00@40.00

Hide trimmings (old style).....@10.00@12.00

Pig skin scraps and trim, per lb.....@2½c

Animal Hair.

Animal hair market is showing more activity. Prices are steady with last week.

Summer coil and field dried.....@½@ 1c

Processed, black winter, per lb.....@½@ 5c

Processed, grey, winter, per lb.....@3@ 3½c

Cattle switches, each*.....@1@ 1½c

*According to count.

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

TRADE GLEANINGS

Crosser Meat Co., Inc., Billings, Mont., has increased its capital stock from \$100,000 to \$150,000.

United Kosher Provision Co., Brooklyn, N. Y., has been incorporated with a capital stock of \$10,000.

Peter Eckrich & Son, Fort Wayne, Ind., are seeking a permit to erect an addition to the present plant.

Capital stock of the Marshall Cotton Oil Co., Marshall, Tex., has been increased from \$125,000 to \$175,000.

The plant of the Buckeye Cotton Oil Co. at Corinth, Miss., has begun operations. This plant employs about 100 persons.

The Abilene Cotton Oil Co., Abilene, Tex., is reported to be erecting feeder pens to take care of some 2,500 head of cattle during the winter months.

Construction on the new plant of the San Jose Meat Co., San Jose, Cal., is now under way. This plant replaces the one destroyed by fire several months ago.

The Capital Kosher Sausage & Provision Co., Washington, D. C., has been incorporated with a capital stock of \$50,000. Incorporators are Myer Shulman, Herman Rosin, K. Shulman.

Gunter Packing Co., Inc., Hackensack, N. J., has been incorporated with a capital stock of 500 shares of no-par value. Incorporators are D. Gunther, Morris Posner and Beatrice A. Haskins.

HULL OIL MARKETS.

Hull, England, Nov. 18, 1931.—(By Cable)—Refined cottonseed oil, 24s; Egyptian crude cottonseed oil, 20s 9d.

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for three months ended October 31, 1931, compared with a year ago, as reported by the U. S. Census Bureau:

COTTONSEED RECEIVED, CRUSHED AND ON HAND (Tons).				
	Received at mills*	Crushed	On hand at mills	
	Aug. 1 to Oct. 31, 1931	Aug. 1 to Oct. 31, 1930	Oct. 31, 1931	1930
United States	2,540,312	2,711,907	1,372,504	1,192,592
Alabama	167,060	238,310	107,832	142,671
Arizona	14,095	22,457	8,690	17,825
Arkansas	202,238	143,490	91,021	89,938
California	36,833	39,572	17,634	26,350
Georgia	170,200	370,444	123,828	238,454
Louisiana	133,189	145,110	73,883	89,572
Maine	3,015	3,015	1,442,452	1,000,957
North Carolina	99,215	131,244	53,601	88,002
Oklahoma	177,988	120,374	83,532	55,728
South Carolina	74,927	125,538	59,326	85,619
Tennessee	182,406	159,555	64,580	76,803
Texas	948,223	837,177	528,900	536,681
All other states	36,127	36,645	15,431	21,056

*Includes seed destroyed at mills but not 24,784 tons and 45,434 tons on hand Aug. 1, nor 6,705 tons and 18,171 tons reshipped for 1931 and 1930, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

	Season.	On hand	Produced Aug. 1	Shipped out Aug.	On hand
		Aug. 1.	To Oct. 31.	1 to Oct. 31.	Oct. 31.
Crude oil	1931-32	*\$66,071	422,925,729	360,000,044	*115,978,927
(pounds)	1930-31	7,893,957	504,660,081	445,460,490	111,621,523
Refined oil	1931-32	†277,836,530	**282,599,351	.....	+231,078,953
(pounds)	1930-31	301,600,002	361,093,221	.....	254,762,491
Cake and meal	1931-32	150,291	614,913	627,521	137,683
(tons)	1930-31	53,352	750,901	603,896	202,357
Hulls	1931-32	47,818	384,403	272,561	159,660
(tons)	1930-31	28,495	462,664	328,053	163,106
Linters (running	1931-32	174,968	212,967	140,896	247,099
bales)	1930-31	135,220	289,606	168,702	254,214
Hull fiber	1931-32	3,564	7,872	3,051	8,386
(500-lb. bales)	1930-31	2,659	9,490	7,460	4,698
Grabots, motes, etc.	1931-32	12,874	5,902	4,116	14,660
(500-lb. bales)	1930-31	12,776	9,498	6,001	16,273

*Includes 3,267,812 and 16,139,823 pounds held by refining and manufacturing establishments and 3,011,840 and 35,206,000 pounds in transit to refiners and consumers August 1, 1931, and Oct. 31, 1931, respectively.

†Includes 4,207,734 and 1,496,190 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 3,585,902 and 9,111,547 pounds in transit to manufacturers of lard substitutes, oleomargarine, soap, etc., August 1, 1931, and Oct. 31, 1931, respectively.

**Produced from 303,020,627 pounds of crude oil.

COTTONSEED COOPERATION.

At the first joint Southern conference of cotton farmers, cottonseed crushers and cottonseed oil refiners, held recently in Birmingham, Ala., a movement was inaugurated for better cooperation between all cottonseed interests. Of principle interest were a number of the resolutions adopted.

One of these provided for the appointment of a committee by Harry D. Wilson, Commissioner of Agriculture for Alabama and president of the new organization, to which problems originating within the industry will be referred. This committee will be composed of two representatives of the Farm Bureau, two from the cooperative association, two from the National Cottonseed Products Association and two directors of extension service.

This resolution in its original form requested the Federal Trade Commission to bring to an immediate end and make an immediate report of its findings so far in its investigation of cottonseed industry. This portion was eliminated, and the resolution as adopted stated that the various interests were capable and willing to settle their own problems without assistance from other agencies.

Another resolution adopted requested Congress to authorize the U. S. Department of Agriculture to grade cotton seed and to include the price of cotton seed in its daily reports.

The increased use of cotton was the subject of still another resolution adopted. The resolution requested the Textile Association, the Durene Associa-

tion and various women's clubs to cooperate in extending the use of cotton cloth.

Still a further resolution put the meeting on record favoring a uniform cotton acreage reduction and requested governors, of states where legislation had not been adopted, to call legislatures to adopt such a law. While the reduction was not specified in the resolution, the sentiment expressed was for a 50 per cent reduction.

A final resolution asked the legislatures of South Dakota and Wisconsin to repeal their laws placing restrictions on the marketing of food by-products of cottonseed.

The convention held a dinner meeting at which the principal address was made by C. K. Everett, of the Cotton Textile Institute, New York. He spoke of the efforts of the institute to develop new products and stimulate demand for the established products of cotton. The demand for cotton products of all kinds needs to be greatly stimulated, he said, even in the face of the fact that there are 932 major uses for cotton. Furthermore, he said, distribution of these 932 products had not reached the saturation point.

VEGETABLE OIL MARKETS.

COCONUT OIL—Demand was moderate, but the recent firm tone was maintained as producers were not pressing offerings. At New York, tanks were quoted at 3% @ 3% c. At the Pacific Coast, nearby tanks were quoted at 3% c and first quarter next year at 3½ c. The copra market also displayed a firmer tone.

CORN OIL—Trade has been rather moderate this week, but the market remained firm. The last business accomplished was at 4% c f.o.b. mills, and the market was quoted at 4% @ 4% c f.o.b.

SOYA BEAN OIL—Demand has been fair, and the market ruled very steady. Sellers' tanks at New York were quoted at 4% @ 4½ c. Sellers' tanks, f.o.b. western mills, were quoted at 3% c.

PALM OIL—There was no particular pressure of offerings from the larger importers. This served to offset a moderate demand, but prices ruled steady being influenced by strength in tallow. At New York, spot Nigre was quoted at 3% c; shipment Nigre, 3% @ 3% c; spot Lagos, 4% c; shipment Lagos, 4c; 12½ per cent acid oil for shipment, 3.85c.

PALM KERNEL OIL—Demand was more or less routine, but the market held about steady. Oil for shipment was quoted at 4.10c.

OLIVE OIL FOOTS—While demand was moderate, a very steady tone prevailed. Nearby shipment New York was quoted at 4% @ 4% c; futures, 4% @ 4% c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—The market was more or less nominal, and quoted at 4% c f.o.b. mills.

COTTONSEED OIL—Demand was rather quiet, and the market was barely steady with futures. Store stocks at New York are around 2,000,000 lbs. of bleachable oil. Southeast and Valley crude 3% @ 3% c; Texas was unquoted.

November 21, 1931.

THE NATIONAL PROVISIONER

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Vegetable Oil Markets

WEEKLY REVIEW

Trade Fairly Active—Market Weaker—Cash Trade Moderate—Outside Trend Downward—Ginnings Continue Comparatively Heavy—Showery Weather Against Late Movement.

The turnover in cottonseed oil futures on the New York Produce Exchange the past week was fairly active in volume, but the market was on the down grade most of the time. It rallied spasmodically, but the May delivery, after scoring an advance of 101 points from the season's lows, showed a drop of 48 points from the highs of November 9.

The setback was accomplished in a mixed trade and without any undue selling pressure. Scattered liquidation and hedging pressure were in evidence from time to time, and market was influenced the past week by a more moderate cash oil demand in the main, however, it followed the downward trend in allied commodities and the outside markets rather generally.

Scattered scale down absorption with profit taking absorbed the offerings. The ring crowd were mixed in their views, and local bulls bid the market up at times. On the bulges offerings appeared to increase, and ring bears pressed the market when securities or other commodities displayed a weakening tendency.

Crude Oil Steady.

There was no marked change in the situation within the market itself. Crude oil held relatively steady, with buyers bidding 3½c in the Southeast and Valley. Mills were asking ½c or more, or about the same levels as the previous week. In Texas, the crude situation appeared quiet, with the market called 3½c nominal.

According to reports in the trade, seed values held exceedingly steady ranging from \$16.00@20.00 per ton across the Belt, with an average price of somewhere around \$18.00 per ton. The latter was rather surprising in view of the larger movement, but at any rate, seed at present levels is comparatively very low priced.

Showery weather overspread the Belt the past week. While this is not expected to affect the size of the crop, nevertheless there was a disposition to feel that it would tend to slow up the

late movement. In connection with the latter, the weekly weather report said that cotton picking was retarded to some extent the past week in the Northwestern cotton belt, especially in Oklahoma and Northern Texas. Elsewhere the gathering of that remaining in the field made good progress and the work is nearly finished.

A private estimate placed the ginnings of cotton to November 14, at 13,852,200 bales, or 1,722,653 bales for the week, comparing with 11,962,827 bales or 1,098,931 bales for the same period last year. The report noted that some gins have already closed for the season and that others have little more to gin. The reports indicated that the crop is being ginned as rapidly as picked.

October Consumption Good.

Western lard market displayed downward tendency, and cotton was easier, being influenced somewhat by the developments in grains and in securities. U. S. cold storage holdings of lard on November 1 were 39,641,000 lbs.,

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 19, 1931.—Cotton oil has declined ¼@¾c lb. due to light demand, liberal seed receipts and weaker grains and silver. Crude is barely steady at 3½c lb. for Texas, with 3¾c lb. asked for Valley. Bleachable is dull at 4½c lb. loose New Orleans asked. Seed prices are declining with heavy current receipts.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 19, 1931.—Crude cottonseed oil, 3½c lb. and later 3¾c. Forty-one per cent protein cottonseed meal, \$15.00@16.00; loose cottonseed hulls, \$3.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Nov. 19, 1931.—Prime cottonseed oil, 3¾@3½c lb.; forty-three per cent meal, \$17.50; hulls, \$5.00; mill run linters, 1½@3c.

against 36,211,000 lbs. last year. Chicago lard stocks during the first half of November decreased approximately 1,900,000 lbs., totaling 11,429,940 lbs., against 9,406,290 lbs. the same time a year ago.

The western hog run continued comparatively moderate, and with lard stocks of small proportions at the present time, the oil trade is watching closely the attitude of the hog raiser, for with indicated excessive oil supplies over requirements for the season, it is quite doubtful that the oil market will develop any particular individuality.

October oil consumption at 374,000 bbls. was extremely satisfactory, comparing with around 380,000 bbls. the previous year bringing distribution the first quarter of the season to 823,000 bbls., compared with around 1,020,000 bbls. the same time last season. Seed receipts during October were heavier than the same month last year, but for the first three months totaled 2,540,000 tons, against 2,712,000 tons the previous season. The visible supply of oil, at the beginning of November was 1,683,000 bbls., against 1,650,000 bbls. the same time the previous season.

Present estimates are that the new oil crop will total 4,000,000 to 4,300,000 bbls. This, plus a carryover of around 732,000 bbls. indicate a total supply for the season of around 5,000,000 bbls.

Market transactions at New York:

Friday, November 13, 1931.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Spot	.....	450 a
Nov.	.....	450 a
Dec.	.....	480 a 498
Jan.	.....	485 a 490
Mar.	3 500	497 497 a
May	15 510	502 502 a

Sales, including switches, 18 contracts. Southeast crude, 3¾@3¾c.

Saturday, November 14, 1931.

	Range	Closing
	Sales.	High. Low. Bid. Asked.
Spot	.....	460 a
Nov.	.....	460 a
Dec.	.....	480 a 490
Jan.	2 485	485 a 495
Mar.	.....	496 a 502
May	16 500	502 a 506

Sales, including switches, 18 contracts. Southeast crude, 3¾c nominal.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

**HAMMOND'S
Mistletoe
MARGARINE**

Monday, November 16, 1931.

Spot	460	a	....
Nov.	460	a	....
Dec.	480	a	500
Jan.	1 490	490	488 a 495
Mar.	1 499	499	499 a
May	12 505	505	503 a 505

Sales, including switches, 14 contracts. Southeast crude, 3%@3% c.

Tuesday, November 17, 1931.

Spot	460	a	....
Nov.	460	a	....
Dec.	483	a	500
Jan.	488	a	495
Mar.	499	a	504
May	25 509	505	507 a 505

Sales, including switches, 25 contracts. Southeast crude, 3%@3% c.

Wednesday, November 18, 1931.

Spot	450	a	....
Nov.	450	a	....
Dec.	483	a	485
Jan.	485	a	485
Mar.	485	a	488
May	20 502	490	490 a

Sales, including switches, 31 contracts. Southeast crude, 3% c bid.

Thursday, November 19, 1931.

Spot	440	a	....
Nov.	450	a	....
Dec.	480	a	505
Jan.	480	a	492
Mar.	487	a	491
May	495	495	495 a

Late markets on this page.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Nov. 18, 1931.

The cottonseed meal market again followed the lead of grains and was weak and declining during the entire session. Prices lost more than they gained yesterday. The loss on an average was 65c, with the close being on the bottom at \$16.35 for January and February. The current month was inclined to be strong, with very little offered. Deliveries on November contracts were 200 tons. These were taken up promptly. The market was confronted with a 2c break in the grain market and a very weak cotton market.

Action of the meal market today was rather surprising in view of the fact that dealers have enjoyed a better demand this week than they have for many weeks. Actual meal was taken by the consuming trade today at prices higher than sales of yesterday.

Cotton seed market was weak and lower. Trading was dull, but prices were unable to withstand the decline in cottonseed oil and meal. The congestion of seed in Arkansas also acted as a damper on the market, as it is evident that there is a larger supply of seed than is wanted in this immediate territory at the present time.

COTTONSEED PRODUCTS EXPORTS.

Exports of cottonseed products for two months ended September 30, 1931, are reported by the U. S. Census Bureau as follows:

	1931.	1930.
Oil, crude, lbs.	171,600	382,257
Refined, lbs.	1,026,576	2,584,518
Cake and meal, tons of 2,000		
lbs.	13,850	2,267
Linters, running bales	9,575	11,495

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were weaker the latter part of the week on commission house selling liquidation, lower grains, moderate cash demand and limited support, aside from profit taking owing to weaker outside markets. Hog run was fairly liberal, and hog prices were barely steady.

Cottonseed Oil.

Cotton oil was easier and trade was mixed. Outside weakness was the chief influence. Hedge pressure was moderate and crude easier. Cash demand was fairly good. Texas crude is unquoted; Southeast and Valley, 3½ c bid and 3% c asked.

Quotations on bleachable cottonseed oil at New York Friday noon were: Nov., \$4.40 bid; Dec., \$4.60@4.95; Jan., \$4.70@4.85; Mar., \$4.81 sale; May, \$4.86 sale.

Quotations on prime summer yellow: Nov., \$4.45 bid; Dec., \$4.50@4.90; Jan., \$4.60@4.85; Mar., \$4.65@4.83; May, \$4.70@4.90.

Tallow.

Tallow, extra, 3½ c f.o.b.

Stearine.

Stearine, 6¾ c.

Friday's Lard Markets.

New York, Nov. 20, 1931.—Lard, prime western, \$6.95@7.05; middle western, \$6.80@6.90; city, 6½ c; general continent, 7c; South American, 7½ c; Brazil kegs, 8c; compound, 7½ @8c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, November 20, 1931.—General provisions market quiet and unchanged; hams and lard very poor; no demand for picnics and square shoulders.

Friday's prices were as follows: Hams, American cut, 59s; hams, long cut, 76s; shoulders, square, none; picnics, none; short backs, none; bellies, clear, 46s; Canadian, none; Cumblands, 48s; Wiltshires, none; spot lard, 48s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg showed practically no change during the week ended November 14, 1931, according to cabled reports to the U. S. Department of Commerce. Prices for fatbacks were decreasing. Prices per 100 kilos as follows: Prime steam lard, \$18.25; fatbacks 10/12 lbs., \$19.50; fatbacks 12/14 lbs., \$20.00; fatbacks 14/16 lbs., \$20.50.

Price for refined lard was same as last week. Receipts of lard for the week were 2,283 metric tons, 161 metric tons of which came from Denmark.

Arrivals of hogs at 20 of Germany's most important markets were 91,000 at a top Berlin price of 11.03 cents a pound, compared with 98,000 at 15.14 cents a pound for the same week of last year.

The Rotterdam market demand for oleo products, extra premier jus and

prime premier jus was good, for the most part. Market was firm. Nominal business passed. Prices per 100 kilos as follows: Extra neutral lard, \$22.60; extra oleo oil, \$18.40; prime oleo oil, \$17.00; extra premier jus, \$12.40; prime premier jus, \$12.00 and refined lard, \$20.40. Cumberlands remained the same as last week.

The Liverpool market showed little alteration; prices were steady.

Total of pigs bought in Ireland for bacon curing was 30,100 for the week as compared with 25,100 for the corresponding week of last year.

Estimated slaughter of Danish hogs for the week ended November 11, 1931, was 149,000, as compared with 123,600 for the corresponding week of last year.

BRITISH PROVISION IMPORTS.

Into Liverpool during October, 1931, reported by Liverpool Provision Trade Association:

Bacon, including shoulders, lbs.	905,104
Hams, lbs.	2,680,820
Lard, tons	1,225

Approximate weekly consumption by Liverpool stocks for months given:

	Bacon, lbs.	Hams, lbs.	Lard, tons
October, 1931	288,176	502,096	82
September, 1931	650,608	648,824	44
October, 1930	562,576	610,400	42

LIVERPOOL PROVISION STOCKS.

On hand on November 1, 1931, with comparisons, estimated by Liverpool Trade Association:

	Nov. 1, 1931.	Oct. 1, 1931.	Nov. 1, 1930.
Bacon, lbs.	1,058,176	1,362,480	725,404
Hams, lbs.	581,618	174,944	373,386
Shoulders, lbs.	1,120	7,940	5,600
Lard, steam, trcs.	642	377	38
Lard, refined, tons	1,112	1,624	26

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended November 14, 1931, were 4,481,000 lbs.; previous week, 3,214,000 lbs.; same week last year, 3,424,000 lbs.; from January 1 to November 14 this year, 183,227,000 lbs.; same period a year ago, 162,878,000 lbs.

Shipments of hides from Chicago for the week ended November 14, 1931, were 7,701,000 lbs.; previous week, 8,452,000 lbs.; same week last year, 2,806,000 lbs.; from January 1 to November 14 this year, 180,242,000 lbs.; same period a year ago, 146,526,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended November 14, 1931:

Week ended	New York.	Boston.	Phila.
Nov. 14, 1931	4,403	4,188	.....
Nov. 7, 1931	13,534	125	.....
Oct. 31, 1931	9,625	.....	17,400
Oct. 24, 1931	16,883	660	27,635
To date, 1931	327,063	112,481	366,334
Nov. 15, 1930	5,833	982	14,829
Nov. 8, 1930	17,456	563	1,768
To date, 1930	1,406,230	688,400	621,946

WHEN YOU WANT TO BUY.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

November 21, 1931.

THE NATIONAL PROVISIONER

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Hide and Skin Markets

Chicago.

PACKER HIDES—Packers and tanners are still deadlocked on the proposition of omitting the 4 per cent heretofore added to invoice to cover trimming of hides. Trading in this market was restricted therefore to outside tanners and consisted principally of about 11,000 extreme native steers, with couple cars of other descriptions, totalling about 13,000 hides. All sales here were made on the old basis, with the 4 per cent added.

With prices declining on the Hide Exchange during the week, demand from speculators for hides was lacking. A couple sales by outside packers were reported on the new basis but local packers appear to be holding firm, and the future course of the market will no doubt hinge on the outcome of this disputed point. Meanwhile, prices are quoted on basis of last sales, the market showing an easier undertone as the week closes.

One packer sold a car October-November native steers early at 8½c to tanner, steady; a car moved late last week for export at 8½c. Three packers moved a total of 11,000 extreme native steers at 7½c, steady, mostly November but some running into December.

Butt branded steers quoted 8c, nom.; Colorados quoted 7½c, nom. One packer sold 3,000 October heavy Texas steers late last week at 8c, steady. Light Texas steers 7c, nom. Extreme light Texas steers 6½c, nom.

Heavy native cows quoted 7½c, nom. One car Chicago October-November light native cows sold at 7½c; Missouri River points wanted but held at 7%@8c. Branded cows quoted 6½c, nom.

Last trading in native bulls was at 5c, and branded at 4½c.

The peak of shoe production, as expected, is over for the year. Preliminary figures issued by the Hide Exchange estimate October production at 25,000,000 pairs, against 27,731,000 pairs during October, 1930, this being the first month this year to show a decline as compared with last year.

FOREIGN WET SALTED HIDES—Moderate activity in South American market, around 25,000 hides reported moved so far. Last trading was on Smithfield steers at \$29.25, equal to 8½c, c.i.f. New York, and LaPlata steers at \$28.75 equal to 8½c, showing considerable improvement in exchange rate.

SMALL PACKER HIDES—Last trading locally in November all-weights was at 7½c for natives and 7c for branded, production of several outside plants. These figures declined locally at the time but market appears easier as week closes, and various outside small packer lots available at 7c for natives.

Small packer association sold a car November native steers late this week at 8½c, on new basis, without 4 per cent added for trimming. A Denver packer sold a car branded cows at 7c, Chicago basis, also without the 4 per cent added.

COUNTRY HIDES—The country market appears a shade easier. Some tanners who could use country hides

had been buying small quantities, but buyers generally are inclined to await the outcome of the dispute in the packer market. All-weights quoted around 6c paid for 48 lb. av., with others declining this price. Heavy steers and cows dull at 5½@5¾c asked. Buff weights quoted around 6c, nom. Extremes quoted 7@7½c, nom., with most offerings held at 7½c. Bulls slow around 3½c, flat. All-weight branded priced around 5c, flat, less Chicago freight.

CALFSKINS—Packer calfskins quoted in a nominal way 10@11c; last sale reported at 10c, said to be Milwaukee skins, with choice skins held at 11c.

Car of Chicago city calfskins, 8/10 lb., sold at 8c; the 10/15 lb. are quoted 9c, nom., although generally asking half-cent more. Outside cities quoted 8@8½c; mixed city and country lots 7½@8c; straight countries 7@7½c.

KIPSKINS—Packer kipskins quoted nominally on basis of last trading at 10c for northern natives, 9c for overweights and 8c for branded.

Last sale of Chicago city kips was a car at 8½c. Outside cities quoted 8@8½c, nom.; mixed cities and countries around 7½c; straight countries about 7c.

Couple packers sold October regular slunks at 40c; hairless 20@30c, nom.

HORSEHIDES—Little change in this market. Good city renderers generally quoted \$2.25@2.50, with some very choice hides sold recently at \$2.75; mixed city and country lots quoted \$1.75@2.25; straight countries around \$1.50.

SHEEPSKINS—Dry pelts a shade firmer at 9c for full wools, short wools 3½@4c. A few packer shearlings still coming out and meeting with a fairly good demand; one big packer sold a car this week, No. 1 lamb shearlings at 45c, No. 2's at 22½c, and fresh clips at 15c, with No. 1 sheep shearlings for beaverizing purposes at 70c, steady prices. Activity earlier in the pickled skin market cleaned up several packers to the end of this month, with bulk of business at \$2.15@2.25 per doz. for straight run of packer lamb; some quoting market \$2.25@2.37½, with buyers talking \$2.00 at the moment. Last sales at New York at \$2.75 per doz. for straight run of lamb. Small packer lamb pelts slightly firmer at 50c.

PIGSKINS—No. 1 strips for tanning 4@6c, nom.; fresh frozen gelatine scraps 2½c per lb. nom., Chicago, for prompt and future shipment.

New York.

PACKER HIDES—Last trading in October hides was at 8c for butt branded and 7½c for Colorado steers, old basis, with native steers quoted nominally 8½c; market fairly well cleaned up to end of October.

A Philadelphia packer sold 1,500 hides late this week on new basis—that is, without the 4 per cent added for trimming, at 8c for butt branded and 7½c for Colorado steers.

COUNTRY HIDES—Country market easier, with eastern extremes offered at 6½c and tanners bidding 5½c flat. Buff weights quoted around 5½@6c.

CALFSKINS—About 10,000 of the 7-9 calfskins sold at \$1.05, and 1,000 more at \$1.10; other weights neglected, with 5-7's quoted 80@90c, nom., and 9-12's \$1.40@1.50 nom.

New York Hide Exchange Futures.

Saturday, November 14, 1931—Close: Nov. 6.90n; Dec. 7.30@7.35; Jan. 7.50n; Feb. 7.70n; Mar. 7.90@8.00; Apr. 8.15n; May 8.45n; June 8.75 sale; July 9.00n; Aug. 9.25n; Sept. 9.50n; Oct. 9.70n. Sales 25 lots.

Monday, November 16, 1931—Close: Nov. 6.60n; Dec. 7.00@7.25; Jan. 7.25n; Feb. 7.50n; Mar. 7.75 sale; Apr. 8.00n; May 8.25n; June 8.50@8.75; July 8.75n; Aug. 9.00n; Sept. 9.30@9.50; Oct. 9.50n. Sales 20 lots.

Tuesday, November 17, 1931—Close: Dec. 7.25@7.35; Jan. 7.50n; Feb. 7.70n; Mar. 7.95@8.05; Apr. 8.20n; May 8.50n; June 8.85 sale; July 9.10n; Aug. 9.35n; Sept. 9.70b; Oct. 9.90n. Sales 28 lots.

Wednesday, November 18, 1931—Close: Dec. 6.95b; Jan. 7.20n; Feb. 7.45n; Mar. 7.70@7.75; Apr. 8.00n; May 8.30n; June 8.61@8.65; July 8.85n; Aug. 9.15n; Sept. 9.45@9.55n; Oct. 9.65n. Sales 30 lots.

Thursday, November 19, 1931—Close: Dec. 6.90@7.20; Jan. 7.15n; Feb. 7.40n; Mar. 7.65@7.75; Apr. 7.95n; May 8.25n; June 8.55 sale; July 8.80n; Aug. 9.10n; Sept. 9.36@9.45; Oct. 9.55n. Sales 12 lots.

Friday, November 20, 1931—Close: Dec. 6.60@6.75; Jan. 6.85n; Feb. 7.10n; Mar. 7.30@7.35; Apr. 7.65n; May 7.90n; June 8.20@8.25; July 8.55n; Aug. 8.80n; Sept. 9.05b; Oct. 9.25n. Sales 48 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Nov. 20, 1931, with comparisons, are reported as follows:

	PACKER HIDES.	Week ended Nov. 20.	Prev. week.	Cor. week. 1930.
Spr. nat.	9½@9¾	9 @ 9½n	13 @ 13½n	
strs.	@ 8½	@ 8½	11½@12½	
Hvy. nat. str.	@ 8	7½@8n	11½@12½	
Hvy. Tex. str.	@ 8	7½@8n	11½@12½	
Hvy. butt brnd'd				
strs.	@ 8n	7½@8	11½@12½	
	@ 7½n	7½@7½n	11 @ 12	
Hvy. Col. str.	@ 7½n	7½@7½n	11 @ 12	
Ex-light Tex.				
strs.	@ 6½n	@ 6½	9 @ 10	
Brnd'd. cows.	@ 6½n	6½@7½	9 @ 10	
Hvy. nat. cows.	@ 7½	7 @ 7½	10 @ 11	
Hvy. Tex. cows.	@ 7½	7 @ 7½	10 @ 11	
Lt. nat. cows.	@ 7½	7½@7½	11½@12½	
Nat. col. cows.	@ 5	6 @ 6	6½@7½	
Brt. bull's.	@ 4½	6 @ 4½	6 @ 6	
Brt. d. bull's.	@ 4½	6 @ 4½	6 @ 6	
Calfskins	10 @ 11n	10 @ 11n	19 @ 20n	
Kips.	10 @ 10	10 @ 10½n	11 @ 12	
Kips. ov-vt.	9 @ 9	9 @ 9½n	11 @ 12	
Kips. brnd'd.	8 @ 8	8 @ 8	12½@13n	
Slunks, reg.	40 @ 40	30 @ 40	61 @ 10	
Slunks, hrls..	20 @ 30	20 @ 30	35 @ 40	
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

	CITY AND SMALL PACKERS.
Nat. all-wts..	@ 7½
Branded..	@ 7
Nat. bulls..	@ 5
Brnd'd. bulls..	@ 4½
Calfskins ..	@ 8½n
Kips ..	@ 8½
Slunks, reg..	30 @ 35
Slunks, hrls..	@ 15

	COUNTRY HIDES.
Hvy. steers.	@ 5½n
Hvy. cows..	@ 5½n
Buff's ..	6 @ 6
Extremes ..	7 @ 7½n
Bulls ..	3½@4
Calfskins ..	7 @ 7½
Kips ..	7 @ 7½
Light calf..	25 @ 25
Deacons ..	25 @ 25
Slunks, reg..	10 @ 15
Horsehides ..	1.50@2.75

	SHEEPSKINS.
Pkr. lambs..	.....
Sml. pkr. lambs ..	50 @ 45
Pkr. shearlgs..	45 @ 45
Dry pelts ..	9 @ 8½

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Nov. 19, 1931.

CATTLE—Compared with a week ago: Strictly good and choice fed steers and long yearlings, 25@50c higher, weighty kinds scarcest and up most. Top, \$12.75, against \$12.15 a week ago; best long yearlings, \$12.25. Shippers were a stimulating factor in the market on a meager supply strictly grain-fed steers; inbetween grades very uneven, but mostly steady; common kinds, strong to 25c higher. Slaughter steers sold over a \$9.00 price range, very common kind as low as \$3.75; all she stock, 25@50c, mostly 50c higher, little heifer and mixed yearlings sharing advance. Low cutter and cutter cows and common and medium grade butcher heifers were in broad demand; bulls, 15@25c higher; vealers, steady to 50c off. Bulk fat steers sold at \$7.00@10.50; choice kinds, \$11.50 upward; common kinds, \$6.00 downward. Width of price range and consequent irregularity of market was unprecedented in trade history.

HOGS—Compared with a week ago: Hogs, mostly 35@50c lower; light lights, around 25c off; pigs, steady to 25c lower; packing sows, 40@50c lower. Slightly reduced supply reflected curtailed direct shipments; shippers less aggressive; fresh pork trade a retarding factor. Week's top, \$4.85, paid Monday; closing top, \$4.70; late bulk, 170 to 300 lbs., \$4.45@4.60; 140 to 160 lbs., \$4.40@4.55; pigs, \$4.00@4.35; packing sows, \$3.90@4.15, smooth sorts up to \$4.25.

SHEEP—Compared with a week ago: Fat lambs, mostly 15@25c lower, early sharp break being partly regained at close; other classes steady. Closing bulks: Good and choice native and fed western lambs, \$5.50@6.25; few, \$6.35; two loads of 85 lb. "comebacks," \$6.40, week's top. Rangers were absent late; medium kinds earlier in week, \$4.75@5.25; native bucks, \$4.50@5.25; throw-outs, \$4.00@4.50; fed yearlings, \$4.50@5.00; fat ewes, \$1.75@2.50.

PACKERS' MARKET PLACE.

Watch the "Wanted" and "For Sale" page for business opportunities and bar-gains in equipment.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Nov. 19, 1931.

CATTLE—Well finished grain fed steers and yearlings have been very scarce, and prices are quotable fully steady. A few small lots of show cut outs sold from \$10.50@12.00. Short fed offerings met a slow trade and closed at steady to weak levels, with most of the arrivals selling from \$5.25@7.50 and a few of the more desirable kinds at \$8.00@8.50. Fat she stock held steady; cutter grades are strong to 25c higher. Bulls are firm, but vealers are weak to 50c lower, with the late top at \$6.00. The grand champion load of steers at the American royal show sold at \$15.25, and were Hereford yearlings.

HOGS—A weaker undertone again featured the trade in hogs, and values declined 20@30c during the week, to reach new low levels for the year. The extreme top dropped to \$4.50 at the low time, but closed at \$4.60, with the bulk of the good to choice grades of all weights selling from \$4.40@4.55. There has been a preference shown for the lighter weights this week, and the price spread at present is very narrow. Packing grades are 25c lower at \$3.50@4.25.

SHEEP—Fat lamb values were also under pressure, and final prices are 25@35c lower than last Thursday. The mid-week top on lambs rested at \$5.25, which is the lowest in several years. However, at the close, best natives and fed westerns sold up to \$5.50. Most of the week's supply cleared from \$5.10@5.50. Mature sheep are steady to 25c lower, with best fat ewes at \$2.50 and the bulk selling at \$1.75@2.25.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Nov. 19, 1931.

CATTLE—Medium to good grades of fed steers and yearlings, which made up the bulk of the week's run of fed offerings, met with a very uneven and spotted market. Declines were enforced early in the week, but stronger prices resulted in the early decline be-

ing fully regained, and generally all steers with weight closed the week around 25c higher. Good to choice grades are strong to 25c higher, with instances 50c higher on weighty steers. Cutter grades closed the week strong; other she stock, weak to 25c lower. Bulls and vealers held steady. Weighty steers, 1,314 lbs., earned \$12.50, and long yearlings, 1,129 lbs., \$12.35.

HOGS—Increased receipts resulted in further price reduction in the hog division. Break has been uneven, with price range the narrowest for the year to date. Comparisons Thursday with Thursday show light lights weak to 10c lower; lights and butchers, 10@25c lower; sows, 10@15c lower; pigs, 25c off. Demand has been broad at the lower level of prices. Thursday's top held at \$4.40; bulk good and choice 150- to 300-lb. averages, \$4.25@4.40; light lights, down to \$4.10; packing sows, \$3.90@4.20; stags, \$3.50@4.00.

SHEEP—A two-way market developed in the slaughter lamb trade. Prices worked lower the fore part of the week, but on Thursday showed partial recovery. Comparisons Thursday with Thursday show lambs weak to 25c lower; matured sheep, steady. Bulk slaughter woolled, clipped native and range lambs sold on Thursday at \$5.25@5.50; top on fed woolled lambs, \$5.75. Good and choice ewes sold \$1.75@2.25.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Nov. 19, 1931.

CATTLE—Compared with a week ago: Common and choice steers sold steady; other natives, steady to 25c lower; western steers, 25c lower; low priced mixed yearlings and heifers strong; others, 25@50c lower; all cows and bulls, 25c higher; vealers, 75c lower. Bulk of steers brought \$5.80@7.50; most fat kinds, \$7.50@9.00, with top yearlings \$10.50 and best matured kinds \$8.00. Most fat mixed yearlings and heifers scored \$6.90@8.35; medium fleshed mixed and heifers, largely \$5.25@6.25, top heifers landing \$8.75 and best mixed \$8.35. Cows went largely at \$3.00@4.00; practical top, \$4.75; low cutters, \$1.75@2.25. Closing top on medium bulls was \$3.50; vealers, \$1.25.

HOGS—Swine prices declined 25@35c during the week as receipts increased and shipper outlet declined. Top price was \$4.75 on Thursday, with the exception of a few light lights at \$4.80@

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4.85. Bulk of all hogs earned \$4.65@4.75; sows, \$3.75@4.10.

SHEEP—Fat lambs declined early in the week but recovered to finish about steady with last Thursday. Bulk of lambs wound up at \$5.75@6.00; common throwouts, \$3.50@4.00; fat ewes, \$1.50@2.50.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Nov. 19, 1931.

CATTLE—Owing to total absence of strictly good and choice cattle, there was little here with which to feature a market. Short fed steers and yearlings, which comprised the week's beef supply, sold 25@50c higher, with the best end of these offerings showing the most strength. Bulk of steers and yearlings, such as they were, being almost entirely medium grade, ranged from \$5.50@7.50, with just a few upward to \$8.00 and some of the plainest down to \$4.75. Sh stock finished 25@40c higher; bulls, strong to 15c higher; vealers steady. Several shipments of shortfed heifers brought \$5.75@7.00; most beef cows, \$3.00@4.00, with tops up to \$5.00. Low cutter and cutter cows, \$2.00@2.75; most bulls, \$2.50@3.50; top vealers, \$6.00; most calves, \$4.00@5.00.

HOGS—Prices were set back to new low levels for the season, with the top down to \$4.50 on one occasion and failing to better \$4.60 for the period thus far. The latter figure was top today. Bulk of finished hogs, 190 to 300 lbs., \$4.50@4.60, with some lightest hogs 150 to 180 lbs., \$4.25@4.45; most sows, \$3.75@4.00. This is 15@25c under this time last week on butchers, and steady to 25c lower on sows.

SHEEP—On two days this week top shipments of lambs failed to better \$5.25, thereby establishing a new record low. An upward reaction took place today, and top selections, both natives and westerns, including clipped lambs, brought \$5.50. This is still 25c under this time last week. Best slaughter ewes brought \$2.50.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Nov. 18, 1931.

CATTLE—Seasonal dullness in the dressed end, caused in part by the appearance of generous supplies of poultry incidental to the holiday season, made for declines in all branches of the trade, cattle ruling 25c or more lower on the average. Better fed steers sold to \$9.00@9.50; shortfed and warmedups, \$5.00@8.00; plain grassers, to \$4.00. Beef cows centered at \$3.00@3.75; heifers, \$3.50@4.75; cutters, \$2.00@2.75; bulls, \$2.50@3.00; vealers, \$4.00@5.50.

HOGS—Uneven declines of 35@40c, and in spots as much as 50c, sent hog prices to a new low dating back to 1908. Better 180- to 225-lb. weights sold at \$4.20; 150- to 175-lb. averages, \$4.10@4.15; 230 to 325 lbs., \$4.00@4.10; packing sows, \$3.25@3.90; pigs, \$4.00@4.10.

SHEEP—Fat lambs dropped around 25c, placing bulk of the better natives at \$5.50; medium grades, \$4.50; throwouts, largely \$3.50. Choice fed ewes reached \$2.25; bulk, \$1.00@2.00; culs, down to 50c.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Nov. 19, 1931.

CATTLE—Choice beef steers and yearlings advanced 25c under scarcity, but others ruled steady to 25c lower for the week. Best yearlings scored \$11.85, medium weight beesves sold up to \$11.25, and plain shortfeds in load lots dropped to \$4.00. Short fed heifers finished 25@50c lower, but other she stock remained steady. Best fed heifers made \$9.00, shortfeds went at \$7.00 down, and beef cows bulked at \$3.00@4.25. Vealers showed some weakness; best continued to bring \$6.00. Bulls were little changed, and medium kinds went at \$3.25 down.

HOGS—Burdensome supplies sent the swine market into a 15@25c decline compared with a week ago. Top dropped to \$4.50 for choice 250-lb. butchers, and most 140- to 300-lb. averages brought \$4.00@4.35. Slaughter pigs turned mainly at \$3.50@4.00. Sows changed hands chiefly at \$4.00@4.10.

SHEEP—Indifferent dressed outlet failed to support the fat lamb trade, and prices dropped fully 25c. Late demand for light supplies brought \$5.75 from shippers. Packers stopped at \$5.50. Aged sheep strengthened for best ewes to sell up to \$2.50.

U. S. INSPECTED HOG KILL.

At nine centers during week ended Friday, November 13, 1931:

	Week ended Nov. 13.	Cor. week.	Prev. week.	Nov. 13.
Chicago	155,588	145,184	188,625	
Kansas City, Kan.	46,616	46,491	47,901	
Omaha	29,398	25,284	35,736	
*East St. Louis	52,832	48,568	58,146	
Sioux City	23,987	21,179	22,013	
St. Paul	64,954	64,800	73,154	
St. Joseph	17,583	22,854	24,443	
Indianapolis	18,792	16,648	31,268	
New York and J. C.	40,230	38,580	32,223	
Total	450,981	429,637	513,569	

*Includes St. Louis, Mo.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Nov. 19, 1931.

Continued heavy marketings featured trading in hogs the past week at 24 concentration points and 7 packing plants in Iowa and Minnesota. On recent sessions, prices strengthened to recover a portion of losses encountered early, but values still are mostly 20@30c lower than last Thursday, packing sows were 35c off late; bulk better grade 180 to 300 lbs., \$4.00@4.35; long haul rail consignments, up to \$4.45 and \$4.50 at an occasional yard; most good packing sows, \$3.50@3.90.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants week ended Nov. 19:

	This week.	Last week.
Friday, Nov. 13	32,300	26,500
Saturday, Nov. 14	24,000	27,800
Monday, Nov. 16	56,600	54,800
Tuesday, Nov. 17	23,000	18,000
Wednesday, Nov. 18	20,600	23,100
Thursday, Nov. 19	25,400	27,300

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Nov. 14, 1931:

	Cattle.	Hogs.	Sheep.
Week ended Nov. 14	238,000	985,000	400,000
Previous week	247,000	593,000	544,000
1930	254,000	985,000	428,000
1929	307,000	730,000	389,000
1928	301,000	758,000	384,000
1927	335,000	734,000	297,000

Hogs at 11 markets:

	Week ended Nov. 14	584,000
Previous week	501,000	
1830	595,000	
1929	636,000	
1928	667,000	
1927	641,000	

At 7 markets:

	Cattle.	Hogs.	Sheep.
Week ended Nov. 14	172,000	532,000	330,000
Previous week	185,000	453,000	360,000
1830	181,000	504,000	266,000
1929	211,000	519,000	220,000
1928	210,000	517,000	228,000
1927	233,000	515,000	198,000

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November 21, 1931.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, November 14, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,553	1,743	13,094
Swift & Co.	571	1,050	19,004
Wilson & Co.	3,773	2,000	7,186
Morris & Co.	2,110	963	8,097
Anglo-Amer. Prov. Co.	1,306	785	—
G. H. Hammond Co.	2,093	218	—
Libby, McNeill & Libby.	363	—	—
Shippers	16,943	57,745	45,167
Others	5,498	44,755	9,242
Total	33,880	8,411	129,960
102,370 sheep.			

Not including 386 cattle, 549 calves, 91,349 hogs and 18,228 sheep bought direct.

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,980	2,706	2,522
Cudahy Pkg. Co.	3,066	1,985	6,685
Fowler Pkg. Co.	283	—	—
Morris & Co.	2,015	1,608	2,049
Swift & Co.	2,612	5,842	5,419
Wilson & Co.	3,021	1,788	4,937
Others	1,032	898	39
Total	15,039	14,827	21,651

OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	3,574	9,546	7,379
Cudahy Pkg. Co.	3,781	7,032	11,171
Dold Pkg. Co.	828	6,020	—
Morris & Co.	1,273	303	2,605
Swift & Co.	4,086	4,506	9,678
Others	—	25,190	—
Eagle Pkg. Co., 1; Geo. Hoffman Pkg. Co., 44; Mayerovich Pkg. Co., 1; Omaha Pkg. Co., 95; J. Rife Pkg. Co., 13; J. Roth & Sons, 25; Omaha Pkg. Co., 63; Lincoln Pkg. Co., 133; Sinclair Pkg. Co., 600; Wilson & Co., 228.			
Total	15,111	32,755	20,833
sheep.			

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,686	706	1,804	2,481
Swift & Co.	1,806	1,261	2,063	2,429
Morris & Co.	600	314	277	272
East Side Pkg. Co.	681	54	1,703	927
American Pkg. Co.	339	238	2,457	210
Hill Pkg. Co.	—	—	1,956	—
Krey Pkg. Co.	277	101	2,020	103
Siebold Pkg. Co.	—	415	—	—
Others	2,406	215	16,366	1,768
Total	7,813	2,889	29,814	8,190
Not including 3,142 cattle, 1,006 calves, 41,185 hogs and 1,953 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,708	397	7,100	10,571
Armour and Co.	3,300	334	7,460	8,983
Others	2,467	383	7,612	988
Total	8,475	1,114	22,172	20,512

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,027	172	10,717	3,130
Armour and Co.	2,110	182	10,624	5,978
Swift & Co.	1,681	152	4,855	5,463
Smith Bros.	—	—	182	—
Shippers	2,050	74	20,868	1,906
Others	284	24	72	—
Total	8,161	614	47,248	16,500

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,390	396	2,018	581
Wilson & Co.	1,205	453	2,041	323
Others	140	26	594	—
Total	2,785	875	4,633	1,104

Not including 85 cattle and 1,567 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	857	349	2,250	2,040
Dold Pkg. Co.	441	12	1,763	22
Wichita D. B. Co.	18	—	—	—
Dunn-Stouton	87	—	28	—
Keefe-L. Stouger	5	—	16	—
Fred W. Dold	106	—	486	—
Total	1,515	361	4,543	2,062

Not including 2,801 hogs bought direct.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,080	5,438	28,565	16,077
Cudahy Pkg. Co.	555	861	—	—
Swift & Co.	3,981	7,861	32,466	14,579
United Pkg. Co.	1,612	96	—	—
Others	1,122	26	60,007	10,140
Total	9,950	14,282	116,038	40,796

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MILWAUKEE.

Cattle. Calves. Hogs. Sheep.

	Cattle	Calves	Hogs	Sheep
Plankinton Pkg. Co.	1,957	7,128	19,361	2,733
Swift & Co., Chi.	—	—	1,241	—
N.Y.V.&M.C. Co., N.Y.	—	—	250	—
J.J. Harrington, N.Y.	—	—	250	—
Corkran Hill, Balt.	—	742	—	—
Bimbler, Harrison, N.J.	—	495	—	—
Swift & Co., Balt.	—	917	—	—
U.D. Co., N.Y.	17	—	—	—
The Layton Co.	—	910	—	—
R. Gunn & Co.	73	2	115	74
Armour & Co., Milw.	664	3,557	—	—
N.Y.B.D.M.C. Co., N.Y.	40	—	—	—
Shippers	619	50	143	21
Others	202	179	32	285
Total	8,572	10,916	22,715	4,604

INDIANAPOLIS.

Cattle. Calves. Hogs. Sheep.

	Cattle	Calves	Hogs	Sheep
Kingan & Co.	979	638	11,358	873
Armour and Co.	298	84	2,067	60
Indianapolis Abt. Co.	298	36	—	106
Hilgemier Bros.	6	—	1,200	—
Brown Bros.	96	28	254	—
Stumpf Bros.	—	109	—	—
Riverview Pkg. Co.	6	—	196	—
Indiana Prov. Co.	46	8	284	10
Schusler Pkg. Co.	20	—	384	—
Meler Pkg. Co.	11	6	451	—
Ad. Walitz Pkg. Co.	22	42	—	43
Maase Hartman Co.	38	8	—	9
Hoosier Abt. Co.	25	—	—	—
Shippers	619	1,924	12,400	3,154
Others	873	74	537	221
Total	3,739	2,848	20,339	4,536

CINCINNATI.

Cattle. Calves. Hogs. Sheep.

	Cattle	Calves	Hogs	Sheep
S. W. Gall's Son	10	—	765	307
Ideal Pkg. Co.	—	—	—	—
E. Kahn's Sons Co.	1,009	190	6,892	1,628
Kroger G. & B. Co.	130	70	1,195	—
J. Lohrey Pkg. Co.	5	—	255	—
H. H. Meyer Pkg. Co.	—	—	3,052	—
A. Sander Pkg. Co.	2	—	1,330	—
J. Schlachter's Sons	148	194	—	181
J. & F. Schrot Co.	15	—	2,723	—
John F. Stegner	187	330	—	380
Shippers	320	422	1,560	198
Others	1,131	519	615	601
Total	3,056	1,728	18,417	3,290

Directs: 1,061 cattle, 8,707 hogs, 260 sheep.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Nov. 14, 1931, with comparisons:

CATTLE.

	Week ended Nov. 14.	Cor. week.	Nov. 14.
Chicago	43,380	54,967	15,170
Kansas City	15,039	15,506	13,242
Omaha	15,111	16,037	13,579
St. Louis	7,813	14,500	8,947
St. Joseph	8,475	8,905	6,918
Sioux City	8,161	9,582	6,902
Oklahoma City	2,785	2,605	2,385
Wichita	1,515	1,490	1,420
Denver	—	3,210	3,336
St. Paul	9,950	10,884	9,047
Milwaukee	3,572	3,105	3,115
Indianapolis	3,739	3,913	4,536
Cincinnati	3,066	2,938	1,930
Total	122,596	147,430	90,527

HOGS.

	Week ended Nov. 14.	Cor. week.	Nov. 14.
Chicago	129,960	115,288	83,688
Kansas City	14,827	13,580	18,091
Omaha	32,755	47,771	46,276
St. Louis	29,814	54,061	42,932
St. Joseph	22,172	24,603	32,185
Sioux City	47,248	34,313	31,799
Oklahoma City	4,653	3,151	4,506
Wichita	4,543	3,143	6,014
Denver	—	2,062	2,583
St. Paul	116,038	88,087	74,537
Milwaukee	22,715	22,344	17,382
Indianapolis	29,359	20,840	35,604
Cincinnati	18,417	15,496	20,554
Total	492,481	444,592	344,448

SHEEP.

	Week ended Nov. 14.	Cor. week.	Nov. 14.
Chicago	102,370	123,200	34,185
Kansas City	21,651	20,749	12,152
Omaha	30,833	35,206	17,334
St. Louis	8,190	8,746	5,413
St. Joseph	20,512	24,441	18,466
Sioux City	16,5		

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RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 14, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	300	20,000	6,000
Kansas City	500	700	
Omaha	200	5,000	1,250
St. Louis	200	4,500	500
St. Joseph	50	2,500	1,000
Sioux City	700	2,500	2,000
St. Paul	1,300	2,700	22,000
Oklahoma City	100	400	100
Fort Worth	300	200	600
Milwaukee	100	100	300
Denver	100	200	13,100
Louisville	300	400	100
Wichita	500	1,100	100
Indianapolis	100	2,000	300
Pittsburgh	200	800	300
Cincinnati	100	1,000	200
Buffalo	200	500	200
Cleveland	300	1,200	500
Nashville	100	100	100

MONDAY, NOVEMBER 16, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	16,000	65,000	30,000
Kansas City	18,000	5,000	6,000
Omaha	15,000	10,000	13,000
St. Louis	4,000	12,000	1,800
St. Joseph	1,500	4,000	6,000
Sioux City	6,000	11,500	10,000
St. Paul	8,000	32,000	22,000
Oklahoma City	600	1,200	300
Fort Worth	4,100	1,600	3,500
Milwaukee	400	2,300	400
Denver	16,500	4,400	30,500
Louisville	1,200	1,200	400
Wichita	2,100	1,300	300
Indianapolis	300	11,000	800
Pittsburgh	800	3,700	3,000
Cincinnati	1,400	3,300	300
Buffalo	1,300	8,700	10,700
Cleveland	900	3,600	4,300
Nashville	600	700	200

TUESDAY, NOVEMBER 17, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	40,000	16,000
Kansas City	5,000	4,000	6,000
Omaha	5,500	12,000	12,000
St. Louis	3,200	13,500	3,000
St. Joseph	1,800	4,500	3,000
Sioux City	2,700	12,000	2,000
St. Paul	1,800	21,000	3,000
Oklahoma City	400	600	200
Fort Worth	1,500	3,000	1,600
Milwaukee	800	6,000	700
Denver	2,600	2,000	9,000
Louisville	300	700	100
Wichita	500	2,800	200
Indianapolis	1,100	7,000	1,500
Pittsburgh	300	500	500
Cincinnati	400	3,200	700
Buffalo	100	1,900	300
Cleveland	200	1,600	2,100
Nashville	300	400	100

WEDNESDAY, NOVEMBER 18, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	28,000	20,000
Kansas City	3,500	3,000	3,000
Omaha	3,500	9,000	2,000
St. Louis	2,000	9,500	1,000
St. Joseph	1,200	2,000	2,000
Sioux City	3,500	10,000	3,500
St. Paul	2,300	29,000	3,500
Oklahoma City	700	800	100
Fort Worth	1,300	1,000	1,700
Milwaukee	800	5,500	700
Louisville	300	800	100
Wichita	400	1,700	200
Indianapolis	500	4,000	1,000
Pittsburgh	100	800	300
Cincinnati	100	3,000	300
Buffalo	300	3,000	600
Cleveland	600	2,400	1,000
Nashville	200	300	100

THURSDAY, NOVEMBER 19, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	35,000	12,000
Kansas City	2,000	4,000	3,000
Omaha	2,500	11,000	5,500
St. Louis	1,500	8,500	1,500
St. Joseph	1,700	4,500	2,000
Sioux City	2,500	14,000	1,000
St. Paul	2,800	21,000	6,000
Oklahoma City	600	1,000	200
Fort Worth	2,100	5,000	2,400
Milwaukee	600	3,500	400
Denver	1,200	2,500	8,100
Louisville	200	800	200
Wichita	500	1,000	300
Indianapolis	400	7,000	1,000
Pittsburgh	100	1,600	800
Cincinnati	300	2,300	300
Buffalo	300	2,200	700
Cleveland	400	1,300	2,000
Nashville	200	500	100

FRIDAY, NOVEMBER 20, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	30,000	13,000
Kansas City	1,000	4,000	4,000
Omaha	800	10,000	11,500
St. Louis	1,200	8,000	800
St. Joseph	1,000	7,000	5,000
Sioux City	1,800	9,500	2,000
St. Paul	2,300	21,000	4,000
Oklahoma City	500	900	200
Fort Worth	1,600	400	1,500
Milwaukee	300	1,800	200
Denver	300	500	4,100
Louisville	200	500	100
Wichita	600	1,200	100
Indianapolis	200	9,000	1,200

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SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended November 14, 1931, with comparisons:

CATTLE.

	Week ended Nov. 14.	Cor. week, Nov. 14, 1930
Chicago	29,833	32,453
Kansas City	15,039	15,306
Omaha	15,635	14,069
St. Louis	7,813	8,536
St. Joseph	6,844	7,263
Sioux City	6,107	7,957
Wichita	1,876	1,942
Fort Worth	5,449	4,294
Philadelphia	1,949	1,947
Indianapolis	1,686	1,072
New York & Jersey City	9,202	8,910
Oklahoma City	3,745	3,633
Cincinnati	3,459	4,602
Denver	....	3,065

HOGS.

	Total	106,488	115,100	106,340
Chicago	102,606	131,316	188,625	
Kansas City	14,827	13,550	24,211	
Omaha	32,628	23,116	36,835	
St. Louis	29,814	27,754	41,369	
St. Joseph	14,824	19,503	21,331	
Sioux City	25,247	20,243	22,753	
Wichita	7,344	6,084	6,871	
Fort Worth	3,178	3,434	3,544	
Philadelphia	17,858	19,557	17,800	
Indianapolis	17,850	13,056	29,554	
New York & Jersey City	62,914	62,947	48,467	
Oklahoma City	6,220	3,268	5,171	
Cincinnati	22,000	22,144	19,906	
Denver	....	8,163	5,983	

SHEEP.

	Total	298,518	295,452	245,068
Chicago	94,763	83,127	69,218	
Kansas City	21,651	20,749	15,934	
Omaha	31,628	34,132	24,021	
St. Louis	8,190	7,448	9,675	
St. Joseph	16,557	22,013	13,066	
Sioux City	12,743	15,183	23,253	
Wichita	2,062	1,345	2,295	
Fort Worth	8,775	7,282	2,560	
Philadelphia	9,571	7,811	6,772	
Indianapolis	1,225	1,196	1,307	
New York & Jersey City	84,201	82,732	76,828	
Oklahoma City	1,104	1,414	1,101	
Cincinnati	2,958	3,740	2,946	
Denver	....	7,280	3,107	

PACKER AND ORDER BUYER.

(Continued from page 30.)

In any event I believe each packer should talk with each of his order buyers at least once each week. This would bring them into intimate and friendly contact, enable each to give any amplified explanations on minor matters, and acquaint each with changed, changing or prospective conditions.

Every order buyer would prefer this means of contact, but at certain markets the rules of the exchange forbid order buyers assuming the cost of telegraphing or telephoning. In fact, they frequently place restrictions on personal solicitation.

The packer should not criticize the order buyer operating at such points for not being able to prepay these tolls. However much he might personally prefer to assume the charges, he is bound to observe the rules of his exchange so long as he is a member thereof.

Placing the Order.

Every packer desires to obtain a fairly complete picture of conditions at the principal markets ere placing his order. He is entitled to that. However, I urge that your orders be placed at the earliest possible moment. Markets are places of action when once trading is under way.

At the same time I believe every

order buyer should notify the packer at the earliest possible moment if a placed order cannot be filled. It is most unfair to hold an order, hoping that later arrivals will enable you to fill it. Report back promptly and give the packer a chance to obtain his requirements elsewhere.

Placing Large Orders.

Under present conditions this is a problem that gives us little concern. However, there have been times in the past, and we hope there will be times in the future, when a packer is so fortunate as to book an order calling for an unusually large number of animals of certain types and averages.

If the packer will give his order buyer as much advance notice as possible, in such cases, it may prove helpful in enabling him to quietly lay in part or all of it in a way that will not disturb the market too much. On the other hand, the sudden placement of such an order would tend to utterly disrupt the market, and cost the packer more than should be paid.

Splitting Orders.

Every packer has been importuned to split his orders between competing order buyers on the same market. It is almost a daily occurrence. The arguments advanced in support of the idea are unique and absurd. Nevertheless, they frequently succeed in their efforts.

No one can deny the packer the right to change his order buyer any time he feels that he is not getting good results. In such cases he should change, even if only for a check-up.

However, I believe serious mistake is made by any packer when he places orders with more than one order buyer in the same market on the same day. When he does so he sets two of his own buyers buying in competition with each other, and prices rarely fall in the face of competitive bidding.

Occasional Bargains.

There are two bargains included in this problem—"real" and "imaginary."

Once in a while every order buyer has an opportunity to buy one or more loads at a saving. This may be because the owner is trying to clean up at a weekend end or before a holiday, or it may be a late arrival he seeks to clear in anticipation of heavy runs the following day. This I term a "real" bargain.

In such cases I believe the packer should have sufficient faith in his order buyer to permit him to grab the bargain for him. This would mean giving him more latitude than is generally given, but it would be worth while in such cases. Obviously an order buyer who would abuse such confidence should expect no further patronage, nor would he deserve it.

The "imaginary" bargain is where some overzealous salesman has accumulated a lot of livestock which has been held until it has gone stale or "dopey." In such cases it is imperative that he

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moved quickly. When this sort of a bargain is offered it will pay the packer to be "out of the city," unless he wishes to see a goodly lot of red ink in his operating reports.

Unfair and Unethical Solicitation.

No industry seems wholly free from the unethical or scalawag operator. The order buying business is no exception, although they are, happily, a very small minority.

Every packer has been solicited by this type of operator. He seeks business by disparaging his competitor, and repeating tales which if true should be told before a grand jury. Such men are a disgrace to an honorable business and deserve no consideration whatever, either by the packer or in this discussion.

There is this to say, however: At every market of any size there is a livestock exchange which is in a position to take disciplinary action against any operator guilty of such alleged wrongdoing. Also there are located at such markets supervisors of the Packers' and Stockyards Administration. If there is any truth whatsoever in such reports

the duty of the tale-bearer is to bring the evidence before these agencies, which are prepared to sift the charges.

Generally one may assume that such men are themselves under suspicion, and fear to undertake the prosecution of others lest they find themselves faced with the necessity of defending themselves.

Another type encountered is the man who creates no new business for himself, but contents himself with wiring packers after they have placed orders, offering them livestock at prices much lower than they are paying. This is done by these "scavengers" with a view to disparaging your buyer and raising a doubt as to his ability to serve you.

Here is the cure: Ignore them entirely or wire acceptance with the specific stipulation that the quoted price is the limit, and that weights and qualities must be guaranteed to be as quoted. Generally you will be advised that the "order was received too late!" However, there is no law against accepting such a gift if the order buyer wishes to make good his offer.

Everybody knows that no order buyer is smart enough to buy on a public

market in competition with others and obtain his purchases below prevailing market prices. One should look askance at all such offers.

Preparation for Shipment.

Having conducted our buying operations we next come to the problem of getting our shipment under way.

If the packer has been qualified by experience in shipping he should give his order buyer specific and detailed instruction as to preparing the livestock for shipment. These instructions should be sufficiently flexible to cover every season and change in temperature. They should specify what, if any, feed is to be supplied prior to loading or placed in the car. Choice of bedding should be designated as well as the amounts to be ordered. These items are all essential to the proper preparation of the shipment.

When the packer has not had this experience he should so advise his order buyer, so that he may handle it properly. The order buyer has generally had experience in such matters and will be glad to see that proper protection is given.

Let me refer briefly to some of the services involved in this proper preparation:

In the warm season the hogs after sorting and weighing have to be placed in suitable pens where they are available for loading. There the prudent and careful order buyer must see they are kept cool and the pens flushed with water. Also he must see that the cars are properly drenched, pre-cooled and bedded. This is a carrier service, but the sensible order buyer takes nothing for granted—he sees it is done properly.

Where Order Buyer Can Help.

Then the hogs are carefully moved to the chutes and loaded into the cars with as little clubbing, beating and excitement as possible. Every effort is made to avoid unduly heating or exciting the animals, for an animal properly started is a long way toward safe arrival. Then as a final gesture he sees that the loaded cars are thoroughly wet down, and in a manner that will not result in shock to the animals from sudden application of the cold water.

In the winter seasonal precautions must be taken. Care must be exercised to see that hogs are not yarded in wet or icy pens, where they constantly slip and slide with injuries from "splints" or broken legs. Too much care cannot be used at this time.

Again, the cars must be properly prepared. The bedding of suitable quality, and proper quantity must be evenly distributed. Too often the careless man breaks his bales of bedding in the doorway, evidently expecting the hogs to each carry a bit of it to a secluded spot and there prepare itself a comfortable bed. The experienced order buyer sees to it that the car is suitably prepared. He then gives the shipment a final inspection after it is loaded, so as to see if the hogs appear to be adjusting themselves in preparation for a comfortable journey.

Routing the Shipments.

Technically, these are things he is not required to do, for his duties supposedly ended hours ago. But the wide-awake man has himself and his employees trained to keep right on top of the shipment until it has actually been started. That is the proper kind of preparation.

Inasmuch as the packer has title to

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Nov. 19, 1931:

Hogs (Soft or oily hogs and roasting pigs excluded):

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. it. (140-160 lbs.) gd-ch.	\$ 4.40@ 4.55	\$ 4.70@ 4.85	\$ 4.00@ 4.35	\$ 4.25@ 4.50	\$ 4.00@ 4.50
Lt. wt. (160-180 lbs.) gd-ch.	4.50@ 4.65	4.60@ 4.70	4.25@ 4.40	4.35@ 4.45	4.10@ 4.20
(180-200 lbs.) gd-ch.	4.50@ 4.60	4.65@ 4.75	4.30@ 4.40	4.40@ 4.60	4.15@ 4.20
Med. wt. (200-220 lbs.) gd-ch.	4.50@ 4.60	4.65@ 4.75	4.30@ 4.40	4.40@ 4.60	4.15@ 4.20
(220-250 lbs.) gd-ch.	4.45@ 4.60	4.60@ 4.75	4.30@ 4.40	4.40@ 4.60	4.10@ 4.20
Hvy. wt. (250-290 lbs.) gd-ch.	4.40@ 4.55	4.55@ 4.65	4.30@ 4.40	4.40@ 4.55	4.10@ 4.20
(290-350 lbs.) gd-ch.	4.35@ 4.50	4.50@ 4.65	4.30@ 4.40	4.35@ 4.50	4.00@ 4.10
Pkg. sows (275-500 lbs.) med-ch.	3.85@ 4.25	4.75@ 4.15	3.90@ 4.15	3.50@ 4.25	3.25@ 3.90
Slt. pigs (100-130 lbs.) gd-ch.	4.00@ 4.40	4.70@ 4.85	4.00@ 4.50	4.00@ 4.15	.....
Av. cost & wt. Thurs. (pigs excl.)	4.52-228 lbs.	4.63-213 lbs.	4.20-228 lbs.	4.48-236 lbs.	.....

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

Choice	11.25@ 11.75	10.25@ 10.75	10.50@ 11.75	10.25@ 11.50	9.75@ 11.00
Good	7.75@ 11.25	7.50@ 10.25	7.50@ 10.50	7.00@ 10.50	7.35@ 9.75
Medium	6.00@ 8.00	4.75@ 7.50	5.50@ 7.50	4.25@ 7.00	5.50@ 7.35
Common	4.00@ 6.00	4.00@ 4.75	3.25@ 5.50	3.50@ 4.25	3.50@ 5.50

STEERS (900-1,100 LBS.):

Choice	11.25@ 12.25	10.25@ 10.75	10.50@ 12.00	10.50@ 11.75	9.75@ 11.00
Good	8.00@ 11.50	7.50@ 10.25	7.00@ 10.75	7.00@ 10.75	7.25@ 9.75
Medium	6.00@ 8.00	4.75@ 7.50	5.50@ 7.75	4.25@ 7.00	5.50@ 7.25
Common	4.25@ 6.00	4.00@ 4.75	3.25@ 5.75	3.50@ 4.25	3.50@ 5.50

STEERS (1,100-1,300 LBS.):

Choice	12.00@ 12.75	10.25@ 10.75	10.75@ 12.25	10.75@ 11.75	9.75@ 11.25
Good	8.25@ 12.00	7.50@ 10.25	7.75@ 11.00	7.00@ 10.75	7.50@ 9.75
Medium	6.00@ 8.25	4.75@ 7.50	5.75@ 7.75	4.50@ 7.00	5.50@ 7.50

STEERS (1,300-1,500 LBS.):

Choice	12.00@ 12.75	10.25@ 10.75	11.00@ 12.50	10.75@ 11.75	9.75@ 11.25
Good	8.00@ 12.00	7.50@ 10.25	7.75@ 11.00	7.25@ 10.75	7.50@ 9.75

HEIFERS (550-850 LBS.):

Choice	9.75@ 10.25	8.25@ 9.50	8.50@ 9.75	8.50@ 9.75	8.25@ 9.25
Good	6.50@ 9.75	6.50@ 8.25	6.00@ 8.50	6.00@ 8.50	6.50@ 8.25
Medium	5.00@ 7.00	5.00@ 6.50	4.00@ 6.00	4.25@ 6.00	4.25@ 7.00
Common	3.50@ 5.00	3.50@ 5.00	2.75@ 4.00	3.00@ 4.25	3.00@ 4.25

COWS:

Choice	4.75@ 5.25	4.75@ 5.25	4.25@ 5.25	4.25@ 5.25	4.50@ 5.25
Good	4.00@ 4.75	4.00@ 4.75	3.50@ 4.25	3.50@ 4.50	3.75@ 4.50
Com-med.	3.50@ 4.00	3.25@ 4.00	3.00@ 3.50	3.00@ 3.50	3.00@ 3.75
Low cutter and cutter	2.50@ 3.50	1.50@ 3.25	2.00@ 3.00	1.50@ 3.00	1.75@ 3.00

BULLS (YRLS. EX. BEEF):

Gd-ch.	4.00@ 4.75	3.50@ 4.50	3.25@ 4.50	3.25@ 3.75	3.40@ 4.25
Cut-med.	2.75@ 4.25	2.25@ 3.50	2.25@ 3.35	2.00@ 3.25	3.25@ 3.50

VEALERS (MILK-FED):

Gd-ch.	5.25@ 7.00	5.75@ 7.25	5.50@ 7.00	5.00@ 6.50	4.00@ 6.00
Medium	4.00@ 5.25	3.25@ 5.75	4.50@ 5.50	4.00@ 5.00	3.00@ 4.00
Cul-com.	3.00@ 4.00	2.50@ 3.25	2.30@ 4.50	2.00@ 4.00	2.00@ 3.00

CALVES (250-500 LBS.):

Gd-ch.	4.50@ 6.00	4.50@ 7.00	4.50@ 6.00	4.00@ 6.00	3.50@ 4.50
Com-med.	3.00@ 4.50	3.00@ 4.50	2.00@ 4.50	2.00@ 4.00	2.00@ 3.50

Slaughter Sheep and Lambs:

LAMBS:	.....	.....	.....	.....	.....
(90 lbs. down)—Gd-ch.	5.25@ 6.50	5.25@ 6.25	5.25@ 5.75	4.75@ 5.50	5.25@ 6.00
Medium	4.50@ 5.25	4.25@ 5.25	4.25@ 5.25	4.00@ 4.75	4.50@ 5.25
(All weights)—Common	3.50@ 4.50	3.25@ 4.25	3.25@ 4.25	3.25@ 4.00	3.25@ 4.50

YEARLING WETHERS:

(90-110 lbs.)—Med-ch.	3.00@ 5.25	2.75@ 5.00	3.00@ 4.75	3.00@ 4.00	2.50@ 4.50
EWES:	.....	.....	.....	.....	.....

(90-120 lbs.)—Med-ch.	1.75@ 2.75	1.25@ 2.50	1.50@ 2.50	1.25@ 2.25	1.50@ 2.25
(120-150 lbs.)—Med-ch.	1.25@ 2.50	1.00@ 2.25	1.25@ 2.25	1.00@ 2.00	1.25@ 2.00

(All weights)—Cul-com.	1.00@ 1.75	.50@ 1.25	.50@ 1.50	.50@ 1.25	.50@ 1.50
.....

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the shipment, he has the right to route his shipment as he sees fit. No order buyer will dispute that fact.

There are times, however, when it will pay him to waive that right. If he will instruct his order buyer the correct billing address and the name of the delivering railroad, and authorize him to route it via the route of best service he will make no mistake. It frequently happens that the route designated by the packer may be temporarily unsuited because of labor troubles, washouts, embargoes, or other causes, news of which has not reached the packer.

Weighing at Destination.

Many packers are equipped to weigh their stock at destination after the animals are unloaded, and before they have been fed or watered. They have learned this will save them an amount almost equal to the charge for buying on long hauls.

In all such cases the packer should advise his order buyer of his desire, so his shipment may be so billed. Of course the packer must make his own arrangements with the agent of the delivering line.

Losses in Shipping.

One of our vexatious problems is the matter of losses in transit, due to dead-age, cripples, and ordinary shortages.

Before the packer hastily condemns his order buyer for these things he should know:

1—The livestock was in apparent good order and uninjured when delivered to the carrier, or a clear receipt would not have been given.

2—The count was obviously correct and so accepted by the carriers' agent.

3—The animals showed no evidence of contagious diseases at time of shipment else the Bureau of Animal Industry Inspectors would have forbidden their movement in Interstate Commerce.

The order buyer has established a perfect case for you, when he has prepared his purchase for shipment, and delivered it to the carrier's agent with a proper count and in apparent good order. The loading, transporting and delivery are duties of the carrier. If they fail to perform them with due diligence and care you have a perfectly valid claim and ample law to help in its collection.

Payment for Shipments.

Every packer would prefer to have his shipments invoiced to him just as is his coal, cooperage, etc. That would be ideal for him, but impossible for the order buyer. No order buyer has ever amassed sufficient capital to so handle his business. If he did have that sum he could find far more lucrative fields.

The majority of shipments are handled by drafts, and this seems the logical way to so handle them. I make the suggestion, however, that each packer designate the bank to which he prefers the draft to be sent. The order buyer will be glad to do this and it will be much more convenient for you.

Look Out for This.

In recent years several packers have found it possible to establish a special bank account at certain markets where they buy constantly. This puts their surplus funds to good use and the savings effected in eliminating exchange represents a good return on their money.

This danger is present in such a plan and care should be taken to avoid it:

No packing corporation should set up such a fund in a state where it has not qualified to do business, if the fund is to be handled in its corporate name.

I happen to know one splendid firm that has set up such a fund on a certain market in a state in which they have never qualified for business. They buy and pay for their stock in their corporate name. They have been fortunate thus far, but if a dispute ever arises and they are sued in that state it is going to be "too bad" for them. That is because the courts of that state will be closed to them as an "outlaw" corporation having no legal standing or rights therein.

Take the precaution of qualifying your corporation in the state where you plan to establish such an account. Otherwise you may awake some fine morning to find your funds are hopelessly attached.

Exchange on Drafts.

One of our petty problems is that of exchange on drafts. Many packers believe this to be an additional charge imposed by their order buyers, but I can assure you that every order buyer would rejoice to see exchange a thing of the past.

This merely represents a charge made by the bank to cover the use of the money value of the invoice from its date until its return to the drawing bank. It varies with the time elapsing, and with the flow of funds. Thus we find shipments to New York subjected to lower exchange than shipments to interior points. Because of the tremendous flow of funds between New York and other points we get the benefit of a "wholesale" rate.

Not one cent of this exchange goes to the order buyer. While it frequently appears too high, it is imposed by the banks and clearing houses, and they alone can change it.

There is, however, one phase of this which we should protest. I refer to the practice of certain banks in imposing a second charge against the packer at destination. Such a collection is unjustifiable. The amount set up by the drawing bank is ample to cover the full time elapsing. If the collecting bank is disposed to exact compensation from you for using YOUR funds in paying these drafts, you should insist they get it from the drawing bank and not from you. You have paid once and that is ample. Any further payment is purely a greedy tax.

Tell Buyer Yield Results.

Having bought and paid for our livestock nothing remains, but the consideration of what is best for the mutual benefit of both.

First of all, let me suggest that every packer send his order buyer a report on the yield of his purchases. I mean on every purchase, and not just occasionally.

There should be a desire to praise good work equally as strong as the desire to condemn bad work. Only by a study of these yields can you determine whether your operators are good or bad. By the same information, your order buyer can instantly determine whether his job has been good or bad. Let him profit from this knowledge, for you will thereby benefit.

I will go beyond the mere sending of yield figures. I am confident the packer would profit from a frank and free disclosure of general conditions he is en-

countering. I can think of numerous ways this would benefit him through his order buyer.

For example, pending local or religious holidays unknown to the order buyer; draggy markets on the products; labor troubles in your community with lessened consumption; adverse weather conditions, are but a few of these things. These may all have a bearish tendency at a time when a little of such news might help hold a market in line.

I do not believe there is enough of this frankness on either side. I know the packer could help his order buyer by discussing these problems more freely, and I am confident every order buyer, if he will speak up and tell what comes within his knowledge, can inform the packer of pending developments, which might mean a lot to that packer.

Therefore, I close with an earnest plea for a closer friendship and greater confidence in each other.

LIVESTOCK AT 65 MARKETS.

Receipts and disposition of livestock at 65 leading markets during October, 1931, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

CATTLE.			
	Receipts.	Local slaughter.	Total shipments.
Total	1,530,830	668,519	870,824
October average, 5 years, 1926-1930	1,882,935	830,636	1,040,944
CALVES.			
Total	606,010	370,357	224,803
October average, 5 years, 1926-1930	644,044	408,456	237,164
HOGS.			
Total	3,461,946	2,154,913	1,311,019
October average, 5 years, 1926-1930	3,421,900	2,101,765	1,317,148
SHEEP AND LAMBS.			
Total	3,955,997	1,500,233	2,468,010
October average, 5 years, 1926-1930	3,698,231	1,295,188	2,410,642

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top live-stock price summary, week ended November 12, 1931, with comparisons, reported by Dominion Live Stock Branch:

BUTCHER STEERS. Up to 1,050 lbs.			
	Week ended Nov. 12.	Prev. week.	Same week, 1930.
Toronto	\$ 6.25	\$ 6.00	\$ 7.75
Montreal	5.50	5.25	7.00
Winnipeg	5.50	5.25	6.50
Calgary	4.25	4.25	6.00
Edmonton	4.50	4.50	5.50
Prince Albert		3.50	5.00
Moose Jaw	4.00	4.00	5.65
Saskatoon	4.25	4.25	4.75
VEAL CALVES.			
Toronto	\$ 8.00	\$ 8.50	\$13.50
Montreal	8.50	9.00	11.00
Winnipeg	6.50	6.50	9.00
Calgary	5.00	4.40	7.00
Edmonton	6.50	6.00	8.50
Prince Albert		4.50	5.00
Moose Jaw	5.00	5.00	7.00
Saskatoon	5.00	5.00	7.00
SELECT BACON HOGS.			
Toronto	\$ 6.10	\$ 5.85	\$11.65
Montreal	5.75	6.15	11.25
Winnipeg	4.75	5.00	7.25
Calgary	5.00	5.10	9.75
Edmonton	4.75	5.00	9.15
Prince Albert	4.45	4.70	9.75
Moose Jaw	4.45	4.80	9.70
Saskatoon	4.45	4.70	9.65
GOOD LAMBS.			
Toronto	\$ 6.75	\$ 6.75	\$ 8.50
Montreal	6.50	6.50	8.00
Winnipeg	5.75	5.50	7.25
Calgary	4.50	5.15	7.00
Edmonton	5.00	5.00	7.00
Prince Albert	4.00	3.90	5.00
Moose Jaw	5.00	5.25	6.50
Saskatoon	4.60	4.60	6.35

Toronto	\$ 6.75	\$ 6.75	\$ 8.50
Montreal	6.50	6.50	8.00
Winnipeg	5.75	5.50	7.25
Calgary	4.50	5.15	7.00
Edmonton	5.00	5.00	7.00
Prince Albert	4.00	3.90	5.00
Moose Jaw	5.00	5.25	6.50
Saskatoon	4.60	4.60	6.35

Chicago Section

Joseph M. Emmart, president, Emmart Packing Co., Louisville, Ky., was in Chicago during the week.

Homer H. Smith, secretary, Drummond Packing Co., Eau Claire, Wis., transacted business in town this week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week, totaled 18,646 cattle, 5,464 calves, 37,609 hogs and 29,597 sheep.

A membership on the Chicago Board of Trade sold during the week at \$11,700, a reduction of \$200 from the last previous sale. Nine new members were elected to the board this week.

Provision shipments from Chicago for the week ended Nov. 14, 1931, with comparisons, were as follows:

	5 days Nov. 14	Previous week	Cor. week, '30
Cured meats, lbs.	12,807,000	13,854,000	11,555,000
Fresh meats, lbs.	49,479,000	47,685,000	46,731,000
Lard, lbs.	7,612,000	7,762,000	8,270,000

James G. Cownie, export manager, Jacob Dold Packing Co., Buffalo, N. Y., and Howard H. Rath, treasurer, Rath Packing Co., Waterloo, Ia., were in Chicago this week to attend a meeting of the Committee on Foreign Relations and Trade at the Institute of American Meat Packers.

George A. Blair, head of the traffic department, Wilson & Co., Inc., Chicago, was re-elected director of the National Industrial Traffic League at its annual convention in Chicago this week. Mr. Blair also was chairman of the committee on arrangements for this, the twenty-fifth annual convention of the league.

F. A. Lindberg has recently been appointed assistant general engineer of Armour and Company. He will be associated with O. A. Anderson, general engineer of the company, with headquarters in the Chicago general offices. Mr. Lindberg has had a successful career of more than twenty-five years in the engineering profession.

Friends of Fred A. Rochester in Chicago will be interested to know that he has been made manager of the Rath Packing Company's branch at Baltimore, Md. Starting in the advertising and publicity departments of Morris and Wilson at Chicago, Rochester made a name for himself as a branch sales executive. Baltimore is his home town and he may be expected to break records there.

William Rooney & Son, members of the Chicago Board of Trade, are now established in their new quarters at 309 S. La Salle st., Chicago. The new firm will conduct a general brokerage business, handling grain, provisions and cotton. William Rooney was associated with Schwarz & Co. for nearly forty years. Cleon M. Bell, who has been identified with the packinghouse business for over twenty years, is handling the cash provision department. Friends of the new organization wish them every success.

FEDERAL MEAT INSPECTION.

(Continued from page 27.)

Grim Reaper has brought changes by removing such outstanding scientists and administrators as Dr. A. D. Melvin, Dr. A. M. Farrington, Dr. B. H. Ransom, Dr. George Ditewig, Dr. S. E. Bennett, Dr. J. S. Buckley and many others.

Those who now direct the essential policies and activities of the service are Dr. R. P. Steddom, its directing head during the entire quarter century, and Dr. A. J. Pistor and Dr. E. C. Joss, assistant chiefs. These administrative officials are aided by a corps of specialists in the Washington office, including Dr. W. H. Smith, jr., in charge of special work; Dr. F. M. Meyst, in charge of the label section; G. H. Shaw and G. H. Parks, sanitary engineers; R. H. Kerr, in charge of meat-inspection laboratories; Dr. F. P. St. Clair, special

neers and other specialists of inspected establishments.

The true heroes in the continuous drama by which the forces of science subjugate those of disease and decay are the alert inspectors whose "picket" duty results in detecting and eliminating from the food supply animals and meat that fail to measure up to specified standards.

It is a credit to American stockmen also to announce that in recent years more than 98 per cent of the millions of animals slaughtered annually pass the rigid inspection. The remaining 2 per cent are used for food only in part or are condemned.

Scope of Present Operations.

Extent of federal inspection as now conducted may be seen in the following greatly condensed statement of operations during the last fiscal year, which ended June 30, 1931:

Establishments under inspection	811
Number of inspectors, approximately	2,600
Cities and towns where inspection is maintained	278
Average cost of inspection per animal	.07
Total inspected slaughter, fiscal year 1931, approximately	74,406,300
Master labels and other markings approved, approximately	30,000
Laboratory tests incident to meat inspection	46,019
Reports received and handled, approximately	500,000
Certificates covering exportation of meat and meat food products issued	66,438
Certificates covering exportation of inedible animal products issued	4,947

In administering the meat-inspection act the Bureau of Animal Industry of the U. S. Department of Agriculture has endeavored to make it serve the broad and useful purpose which the sponsors of this national legislation evidently intended.

For the meat-packing industry it has assisted in standardizing products, in raising the quality of products, in improving methods of preparation, and in advancing packinghouse construction, arrangement and sanitation. The system has also helped to maintain existing interstate and foreign trade outlets and to open new ones.

From the standpoint of the consumer the act has given the nation a needed system of meat inspection that did not previously exist.

Through information resulting from ante-mortem and post-mortem inspections the inspection service has aided the livestock industry in detecting and controlling animal diseases.

Thus the bureau has endeavored to administer the meat-inspection act in as constructive a manner as possible, consistent with regulatory duties.



CHIEF IN EARLY DAYS.

Dr. A. D. Melvin was chief of the Bureau of Animal Industry from 1905 to 1917, the period when federal meat inspection was being organized and perfected.

traveling expert; and A. E. Harris, in charge of meat-inspection records.

When one considers that in the last 25 years more than 1,600,000,000 animals have received a thorough veterinary examination both before and after slaughter, it is clear that this extensive service could not have been conducted or fully developed by any small group, however proficient. The service, as now conducted, has resulted from the combined energies of the entire force of veterinarians and lay inspectors who, in turn, have been immeasurably aided by the able executives, architects, engi-

WILSON IN BEST POSITION.

Wilson & Co. finds itself in the best cash position the company has ever had, President Thomas E. Wilson said in commenting on the opening of the new fiscal year. While the year 1931 did not prove profitable, the company entered the new year in a favorable inventory position both as to tonnage and price. South American operations of the company were profitable, but were effected by the decline in the value of South American and British currencies, Mr. Wilson said.

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HEINEMAN-HAMAN, Inc.
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Packing House Products

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NINTH AND NOBLE STREETS
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MEAT AT AMERICAN ROYAL.

"Meat prices are down" was the theme of the meat exhibit at the American Royal Livestock Show at Kansas City, held during the week ended November 21.

One of the features of the exhibit, sponsored by the National Livestock and Meat Board in cooperation with the U. S. Department of Agriculture and the Institute of American Meat Packers, is the exhibit of meats which can be served to a family of five at a cost of 50c. The meat is priced in accordance with current market prices in Kansas City retail markets.

In beef, for instance, quite an array of cuts is displayed to show how easily it can be done. There are three pounds of beef stew at 45 cents, three pounds of beef heart at 30 cents, two and one-half pounds of chuck pot roast at 45 cents, two and one-half pounds of corned beef at 25 cents, one and one-half pounds of sirloin steak at 49 cents, and so on down the line. A large placard in the background of these beef cuts announces the fact that "meat prices are down."

Then there are the cuts of pork with three pounds of loin butt roast at 48

cents, a half pound of bacon at 15c, two pounds of Boston butt at 46 cents, two and one-half pounds of shoulder roast at 35 cents, three pounds of ham shank at 36 cents, and so on. "Meat is one of our cheapest foods" is the message conveyed in connection with the display of these pork cuts.

The lamb cuts are introduced with the reminder that "Bargains in meat are always available. Some of the cuts shown here and their prices are, three pounds of lamb stew at 25c, two pounds of lamb tongue at 35 cents, three pounds of lamb shoulder roast at 45 cents, two and one-half pounds of rolled breast of lamb at 38 cents, etc.

"The consumers of meat are in a better position than they have been since before the war," said R. C. Pollock, general manager of the meat board and superintendent of the meat exhibit. "They are actually getting the benefit of pre-war prices but most people don't fully appreciate it. The information presented in our meat exhibit to show that a family of five can be served with meat for less than 50 cents is absolutely authentic. The figures on retail meat prices show the great economics that have been effected in the housewife's meat budget and it is

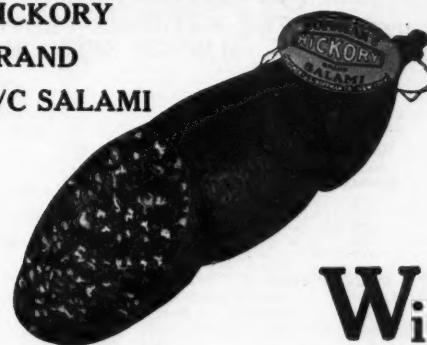
the housewife who should take full advantage of them."

The modern cuts of beef and lamb displayed in the meat exhibit emphasize the trend of today toward smaller, more compact pieces of meat for the retail market—and attractiveness too plays a very important role. These cuts have been developed after long study and experimentation, according to a representative of the meat board. The methods of cutting have been worked out so as to be entirely practical from the standpoint of the retail meat dealer and at the same time the cuts are of the type which fit in exactly with the demands of the consumer in this age of small families and kitchenettes.

In the past there have been certain parts of the meat carcass which have been in little demand, as consumers have looked upon these cuts as less desirable. But the new cutting methods utilize the entire carcass in such a way as to erase all prejudice against the so-called less desirable cuts and make possible a more even demand for all portions.

In addition to this feature there are extensive displays of beef, pork and lamb both as carcasses and cuts showing the modern trend in meat merchandising in meeting present-day consumer demand.

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Its high, uniform quality makes your customers come back for more—because their customers come back for more.

Anyone who likes Salami will appreciate Hickory Brand. Many who don't like ordinary Salami will like Hickory Brand.

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CHICAGO

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CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113



CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Nov. 18, 1931.
Prime native steers—		
400-600	18	@19
600-800	17½	@18½
800-1000	17½	@18½
Good native steers—		
400-600	17	@17½
600-800	16	@17
800-1000	15½	@16½
Medium steers—		
400-600	14½	@15½
600-800	13½	@14
800-1000	13½	@14
Heifers, good, 400-600		14½@17
Cows, 400-600	7	@9
Hind quarters, choice		@24
Few quarters, choice		@15

Beef Cuts.

	Week ended	Cor. week,
	Nov. 18, 1931.	1930.
Steer loins, prime	@37	
Steer loins, No. 1	@35	@34
Steer loins, No. 2	@30	@32
Steer short loins, prime	@48	
Steer short loins, No. 1	@45	@42
Steer short loins, No. 2	@36	@38
Steer loin ends (hips)	@26	@26
Steer loin ends, No. 2	@25	@26
Ox loins	@15	@18
Ox short loins	@17	@23
Ox loin ends (hips)	@13	@14
Steer ribs, prime	@28	
Steer ribs, No. 1	@26	@23
Steer ribs, No. 2	@21	@22
Ox ribs, No. 2	@10	@13
Ox ribs, No. 3	@8½	@10
Steer rounds, prime	@15½	
Steer rounds, No. 1	@14	@17
Steer rounds, No. 2	@13½	@16½
Steer chuck, prime	@14½	
Steer chuck, No. 1	@12½	@15
Steer chuck, No. 2	@12	@14½
Ox rounds	@8	@11½
Ox chuck	@8	@11
Steer plates	@10	@10½
Medium plates	@5½	@8½
Briquets, No. 1	@13	@15
Steer navel ends	@8½	@8
Ox navel ends	@6	@8½
Ox shanks	7½	
Hind shanks	5	@6
Strip loins, No. 1, bns.	@60	@60
Strip loins, No. 2	@50	@50
Sirloin steaks, No. 1	@60	@82
Sirloin butts, No. 2	@20	
Beef tenderloins, No. 1	@80	@60
Beef tenderloins, No. 2	@50	@55
Rump butts	@18	@30
Flank steaks	@18	@28
Shoulder clods	@10	@12½
Hanging tenderloins	8	@10½
Inside, green, 6@8 lbs.	@16	@13
Outsides, green, 5@6 lbs.	7½	@11½
Knuckles, green, 5@6 lbs.	9½	@13½

Beef Products.

Brains (per lb.)	@ 6	@12
Hearts	5	@ 9
Tongues	22	@32
Sweetbreads	15	@22
Ox-tails, per lb.	12	@15
Fresh tripe, plain	6	@ 8
Fresh tripe, H. C.	8	@10
Livers	15	@18
Kidneys, per lb.	11	@11

Veal.

Choice carcass	@11	16 @18
Good carcass	7	@10
Good saddles	14	20 @23
Good racks	8	@11
Medium racks	5 @ 6	@ 8

Veal Products.

Brains, each	6	@ 7
Sweetbreads	45	@45
Calf livers	45	@50

Lamb.

Choice lambs	@15	@17
Medium lambs	13	@15
Choice saddles	18	@22
Medium saddles	16	@20
Choice fore	10	@12
Medium fore	9	@10
Lamb fries, per lb.	25	@33
Lamb tongues, per lb.	12	@18
Lamb kidneys, per lb.	20	@23

Mutton.

Heavy sheep	@ 4	@ 7
Light sheep	7	@ 9
Heavy saddles	5	@ 9
Light saddles	8	@12
Heavy fores	3	@ 5
Light fores	4	@ 7
Mutton legs	11	@14
Mutton loins	7	@12
Mutton stew	3	@ 6
Sheep tongues, per lb.	10	@16
Sheep heads, each	10	@10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@11½
Picnic shoulders	@ 8
Skinned shoulders	@ 8
Tenderloins	@28
Spare ribs	@47
Back fat	@ 10
Bacon butter	@ 9
Boneless butts, cellar trim, 2@4	@10
Hocks	@14
Tails	@ 7
Neck bones	@ 6
Slip bones	@ 3
Blade bones	@ 9
Pigs' feet	@ 4
Kidneys, per lb.	@ 6
Livers	@ 5
Brains	@10
Ears	@ 5
Snouts	@ 7
Heads	@ 7

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	
Country style sausage, fresh in link	
Country style pork sausage, smoked	
Frankfurts in sheep casings	
Frankfurts in hog casings	
Bologna in beef bungs, choice	
Bologna in cloth, paraffined, choice	
Bologna in beef middles, choice	
Liver sausage in hog bungs	
Smoked liver sausage in hog bungs	
Liver sausage in beef rounds	
Head cheese	
New England luncheon specialty	
Minced luncheon specialty, choice	
Tongue sausage	
Blood sausage	
Souse	
Polish sausage	

DRY SAUSAGE.

Cervelat, choice, in hog bungs	
Thuringer Cervelat	
Farmer	
Holstein	
B. G. Salami, choice	
Milano Salami, choice, in hog middles	
B. C. Salami, new condition	
Frisées, choice, in hog middles	
Genoa style salami	
Pepperoni	
Mortadella, new condition	
Capicolla	
Italian style hams	
Virginia hams	

SAUSAGE MATERIALS.

Regular pork trimmings	
Special lean pork trimmings	
Lean pork trimmings	
Neck bone trimmings	
Pork cheek meat	
Pork hearts	
Pork livers	
Native boneless bull meat (heavy)	
Boneless chuck	
Shank meat	
Beef trimmings	
Beef hearts	
Beef cheeks (trimmed)	
Dressed canners, 350 lbs. and up	
Dressed cutter cows, 400 lbs. and up	
Dr. bologna bulls, 600 lbs. and up	
Beef tripe	
Pork tongues, canner trim S. P.	

SAUSAGE CASINGS.

(F. O. B. CHICAGO)
(Wholesale lots. Usual advances for smaller quantities.)

Domestic rounds, 180 pack	.23
Domestic rounds, 140 pack	.35
Export rounds, wide	.61
Export rounds, medium	.25
Export rounds, narrow	.32
No. 1 weasands	.16
No. 2 weasands	.07
No. 1 bungs	.18
No. 2 bungs	.18
Middles, regular	.95
Middles, select, wide, 2@2½ in. diameter	1.25
Middles, select, extra wide, 2½ in. and over	2.25
Dried bladders:	
12-15 in. wide, flat	1.70
10-12 in. wide, flat	1.20
8-10 in. wide, flat	.60
6-8 in. wide, flat	.50
Hog casings:	
Narrow, per 100 yds.	2.75
Narrow, special, per 100 yds.	2.25
Medium, regular, per 100 yds.	1.10
Wide, per 100 yds.	.70
Extra long, per 100 yds.	.75
Export bungs	.30
Large prime bungs	.12
Medium prime bungs	.06
Small prime bungs	.02
Middles, per set	.20
Stomachs	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds	\$4.50
Large tins, 1 to crate	5.50
Frankfurt style sausage in sheep casings	5.75
Small tins, 2 to crate	6.75
Large tins, 1 to crate	5.75

DRY SALT MEATS.

Extra short clears	@ 7
Extra short ribs	@ 7
Short clear middies, 60-lb. av.	@11
Clear bellies, 18@20 lbs	@7½
Clear bellies, 14@16 lbs	@7½
Rib bellies, 20@25 lbs	@7½
Rib bellies, 25@30 lbs	@7½
Fat backs, 10@12 lbs.	@6½
Fat backs, 14@16 lbs	@6½
Regular plates	@6
Butts	@5½

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	@17½
Standard reg. hams, 14@16 lbs.	@17
Picnics, 4@8 lbs	@14
Fancy bacon, @8 lbs	@21
Standard bacon, 6@8 lbs.	@15
No. 1 beef ham sets, smoked	
Inside, 5@9 lbs	@35
Outsides, 5@9 lbs	@24
Knuckles, 5@6 lbs	@30
Cooked hams, choice, skin on, fatted	@27
Cooked hams, choice, skinless, fatted	@27½
Cooked picnics, skin on, fatted	@19½
Cooked picnics, skinned, fatted	@20½
Cooked loin roll, smoked	@35½

BARRELED PORK AND BEEF.

Meat pork, regular	\$
Family back pork, 24 to 34 pieces	@19.00
Family back pork, 35 to 45 pieces	@18.50
Clear back pork, 40 to 50 pieces	@16.00
Clear plate pork, 25 to 35 pieces	@14.00
Brisket pork	@14.00
Bean pork	@14.50
Plate beef	@14.50
Extra plate beef, 200 lb. bbls.	@15.50

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork tongues, 200-lb. bbl.	16.50
Lamb tongues, long cut, 200-lb. bbl.	30.00
Lamb tongues, short cut, 200-lb. bbl.	37.00

OLEOMARGARINE.

White animal fat margarines in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@1.50
Nut. 1-lb. cartons, f.o.b. Chicago	@12
(30 and 60-lb. solid packed tubs, 1c per lb. less.)	
Pastry, 60-lb. tub, f.o.b. Chicago	@12

LARD.

Prime steam, cash (Bd. Trade)	6.50
Prime steam, loose (Bd. Trade)	6.85
Kettle rendered, treces, f.o.b. Chicago	8½
Refined lard, treces, f.o.b. Chicago	7½
Leaf, kettle rendered, treces, f.o.b. Chicago	7½

TALLOWS AND GREASES.

(In Tank Cars or Drums)
<td

Retail Section

Retail Delivery Cost Records Necessary For Efficient Store Operation

By M. F. Weber.*

Accurate cost records are worth while insurance against bad conditions in the retail food store.

This is an angle in cost keeping that is not sufficiently appreciated. A careful record of all items of expense and income is not only necessary for profit and loss knowledge, but is also of inestimable value for comparative purposes from month to month or even from week to week.

With such information at hand, the retail meat dealer can immediately spot increases in expenses or any falling off in income, and gain other information valuable for efficient conduct of his business. This enables him to make speedy correction of bad conditions.

There are very few retail meat dealers who know what delivery service costs. This is a very important matter, for delivery expense is a very respectable proportion of the total expense of conducting a business. Bad conditions in this department may very seriously affect profits.

Delivery Expenses Detailed.

In order to determine the cost of retail delivery, two things are necessary—a knowledge of all expenses entering into delivery and a correct proportioning of wages, particularly when the drivers of the delivery vehicles spend a portion of their time working in the store.

It is also necessary to keep a record of the number of stops made by the delivery vehicles during each week or month in order that the cost of delivery per package may be determined.

The following figures are taken from the records of a retail meat dealer in California. The period covered is one month. Certain charges, such as depreciation, licenses, taxes, etc., are prorated. The number of stops made during this time was 1,312.

Expenses were as follows:

Garage rent	\$ 5.00
Gas and oil	19.83
Repairs	27.98
Tires and tire repairs	7.50
Licenses, taxes and insurance	6.06
Depreciation	16.66
Delivery wages	130.00
Total	\$213.03

Total number of stops (1,312) divided into the total cost of delivery gives the average delivery cost per package or 16.23c.

Total sales of 1,312 packages were \$1,328.30. The average sale of each package is determined by dividing the number of stops into total sales. This gives an average per delivery sale of \$1.01.

Analysis of Operations.

An analysis of the situation shows the following:

On the delivery sales of \$1,328.30, the gross profit was 30 per cent or \$398.49.

\$398.49 gross profit, divided by 1,312 stops, equals 30.37c gross profit per package.

\$213.03 expenses divided by 1,312 stops, equals 16.23c expense per package.

\$185.46 net profit divided by 1,312 stops, equals 14.14c net profit per package.

It must be remembered that out of the net profit of a little more than 14c per package the shop expense of cutting and wrapping the meat, together with the overhead expenses must be met.

Net Profit Small.

The foregoing figures are probably above the average, as most markets will not have delivery sales amounting to \$1.00 per package. Let us assume, therefore, that the delivery sales were

*Prepared for California retail meat dealers.



SAME AS 2,000 YEARS AGO.

Did you ever stop to think that retail meat-cutting methods have not changed much since the "stone age"? Perhaps that's why the "butcher business" has been so slow to modernize. But changes are taking place, as evidenced by the fact that electric meat cutters take the place of methods shown in this picture in thousands of meat markets today.

\$800.00 with the same number of stops and the same amount of delivery expense. Following the same method of calculating as shown previously, the analysis shows a net profit per package of only 2.06c.

This would leave only 2c per package out of which to pay the shop expense of cutting and wrapping, together with all other overhead expense which may enter. Under these conditions it is impossible to make a profit, and this is the reason for many retail markets operating at a loss.

It will pay the retail meat dealer to keep careful account of his delivery costs and to determine his profit on this branch of his business. This can easily be done if he will follow the above procedure, and he may be able to find a method of reducing a part of this expense.

It has been said that, with a young lady to answer the telephone and take orders, a very profitable business can be built up, as the order-taking part of the transaction can be handled by low-priced help which would leave the meat cutters free to fill orders and wait on the customers who do their buying personally. This may be true in some cases, but the fact remains that many markets are operating a delivery service at a loss.

DISPLAY INCREASES SALES.

The marked effect of good displays on the sales of well advertised, widely-known food products was proved in a two-week recent test conducted recently in 112 stores. Sales of the eight products chosen for the test totaled 10,515 units during the week that the goods were particularly displayed, as compared with 7,323 during the previous week when the goods were in their usual places.

The test was conducted by mail and the dealers were requested not to put any other special effort except the better display behind the products in order that the test could be confined to the effect of display alone. On one product, sales jumped as high as 72 per cent, and the smallest average increase for any given product was 32 per cent. The average on all 8 items was 43.6 per cent increase.

Detailed figures for 38 stores show the effects in these outlets, but in addition serve to give the manufacturer of the products mentioned some information on the place where the grocers habitually keep their product.

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Tell This to Your Trade

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

ROAST LAMB WITH MUSHROOMS.

Crown roast of lamb stuffed with mushrooms makes a delicious dinner roast whose merit is not generally appreciated by the public.

It is prepared as follows:

Crown roast of lamb
1 pound fresh mushrooms
5 tablespoons butter
1 cup chopped celery
1 cup chopped parsley
½ cup chopped onion
4 cups fine dry bread crumbs
1½ teaspoons salt
Dash of pepper

Order a crown roast made of a suitable number of rib chops. This stuffing recipe is for a 16-rib crown. In order to make more space in the center for stuffing, have the meat dealer pare down the fat covering over the chops to about $\frac{1}{4}$ in. in thickness. Have the crown made without a ground meat filling. It cooks more quickly without a filling and keeps its shape just as well if carefully made and handled.

To prepare the crown for roasting, wipe the meat with a damp cloth, sprinkle with salt, pepper, and flour, and protect the bare rib ends with pieces of raw potato. Set the crown on a rack in an open roasting pan. Begin the roasting in a hot oven (480° F.), sear the meat for 20 to 30 minutes, then reduce the heat quickly to very moderate (300° to 325° F.). If necessary open the oven door a few minutes to reduce the temperature. Ordinarily a crown roast will require $1\frac{1}{2}$ hours including searing time when these oven temperatures are used. Do not cover the meat and do not add water to it. The lean meat at the base of the crown may need occasional basting with pan drippings.

Shortly before the crown roast is done combine the ingredients of the stuffing as follows: Cook the mushrooms in the butter in a heavy skillet, partly covered, for 5 to 10 minutes, scoop them out and set aside. In the remaining liquid cook the celery, parsley, and onion for a few minutes. Stir in the bread crumbs, salt, and pepper, add the mushrooms, and mix all together thoroughly. Set the skillet of stuffing in the oven to heat piping hot. Lift the crown onto a hot platter, pile the potato caps with paper frills, and the hot stuffing into the center, replace serve at once with gravy made from the pan drippings.

SAUSAGE IN HOLIDAY TRADE.

Believing there is no reason for the sausage industry to take a back seat during "turkey week" and the holiday season, the Visking Corporation has worked out a sales plan for sausage-makers which is designed to supplement advertising in women's magazines.

"There is plenty of good sausage business waiting for you to reach for it," the company says. "Are you open to suggestions?" Three ideas are included in the sales plan. These are:

First—Get up window streamers featuring your own brand.

Second—Arrange dealer window displays, and emphasize the turkey dressing recipe on the enclosed advertisement.

Third—Offer a prize to your salesmen for largest sales of Visking-cased fresh pork sausage.

The company has been telling retail meat dealers, by magazine and mail, about the idea of selling fresh pork sausage for turkey stuffing. Through magazines they have been telling consumers that "Fresh pork sausage stuffing makes Thanksgiving out of a mere turkey."

In the current issue of "Good Housekeeping" the following recipe is given for stuffing for the Thanksgiving turkey: Use 1 loaf bread, 1 egg, $\frac{1}{4}$ lb. Visking-cased fresh pork sausage, salt, pepper, sage. Slice and toast bread and then crumble it. Beat the egg well and add the toasted bread crumbles. Season with salt and pepper and pinch of sage. Add $\frac{1}{4}$ lb. of Visking-cased fresh pork sausage in place of butter. Mix together thoroughly and stuff.

Other appetizing pork sausage recipes are featured in the same advertisement, which in its human interest phases gives sausage importance over the seasonal bird.

NEWS OF THE RETAILERS.

The new store opened by D. F. Rockwell, Adrian, Mich., will carry a stock of meats.

Flood Terminals, Inc., Lafayette Building, Detroit, Mich., has been chartered with a capital of 100,000 shares of \$10.00 par value, and will handle meats, fruits and vegetables.

Joe Bowersox has engaged in the meat and grocery business in the Kennedy Bldg., Reedsport, Ore.

Martin B. Klatzker has sold his meat and grocery business at 3013 Beacon ave., Seattle, Wash., to A. L. Freed and H. L. Schafer.

The Cut Rate Meat Co. has opened a market at 231 Yamhill st., Portland, Ore.

Alfred Holm has engaged in the meat business at 1860 Sandy Blvd., Portland, Ore.

Herman Mitchell has sold the Lincoln Market, 506 W. 6th st., Medford, Ore., to James W. Young.

Nathan Docksteader, Centralia, Wash., has purchased the meat and grocery business of A. R. Docksteader.

The DeForest Market, Raymond, Wash., has been damaged by fire.

John J. Day has sold his meat business at 1828 E. Glisan st., Portland, Ore., to Frank Keller.

C. R. Eickmann has engaged in the meat business at 1191 Hawthorne ave., Portland, Ore.

Treveldahl's Market, Alpena, S. D., has been destroyed by fire.

The meat market of Billy Lund, Mt. Vernon, Wash., has been destroyed by fire.

El Faro Market has engaged in the meat and grocery business at 3520 East First st., Los Angeles, Cal.

Walter Weisler, Glyndon, Minn., has sold his meat market to Wm. Jante.

R. J. Stephen, Luverne, Minn., has sold his interest in the City Meat Market to his son Clyde Stephen.

A Money-Maker for Meat Retailers

"Meat Retailing"

by A. C. Schueren will make money for any meat retailer. Contains 850 pages of practical ideas. Covers cost and selling prices, wage systems, sausage making, grading, marketing methods, and dozens of other subjects. Just the book for the up-to-date retailer. Order it now.

\$7
plus postage

For Sale by
THE NATIONAL
PROVISIONER
407 S. Dearborn St.
Chicago, Ill.



A. J. Hopkins, Wisner, Neb., has purchased Thompson's Meat Market.

H. B. Higham opened a grocery and meat market at McVille, N. D.

Earl Bowden has taken over the Mallow Market at 620 St. Joe st., Rapid City, S. D.

E. C. Webster will open a meat market at Charles City, Ia.

John Bovill, Marshalltown, Ia., has sold his meat market to C. F. Hillman.

Frank Kukial and Tony Zemanek have opened a meat market at 213 Federal ave., Mason City, Ia.

Fred Koch opened a meat market and grocery at Columbus, Neb.

Julius Bye opened a meat market at 422 Cherry st., Grand Forks, N. D.

New York Section

AMONG RETAIL MEAT DEALERS.

A large and interested crowd gathered in the meeting rooms of South Brooklyn Branch Tuesday evening. The lamb cutting demonstration, as shown by F. H. Helmreich, Armour and Company, was enthusiastically received. There were two other speakers, State President David Van Gelder, who spoke on association work, and Frank P. Burck, chairman, meat dealers, Brooklyn division, unemployment relief committee, who spoke on this situation. There was a very fine entertainment and the branch's physician was in attendance to issue certificates to those passing examinations. Many neighboring branches were well represented.

A. C. Scheuren, nationally-known meat specialist, will demonstrate scientific and economical methods of cutting meat at the next large open meeting of Ye Olde New York Branch, to be held at Pythian Temple, 70th st. and

Broadway, New York, on November 30. The demonstration will include the cutting of beef, lamb, veal and fowl. Attorney Harry L. Kreeger will talk on cooperation and its help to individuals as well as to the various branches. Many wholesalers and packers have accepted the invitation to attend and it is expected that almost all of the companies will be represented. Invitations have also been extended to meat dealers who are not now members of any branch, and since it has been established that the wives of the members are equally as interested in these meetings and demonstrations, they have again been asked to attend.

Final arrangements were made for the smoker and entertainment to be held at the K. of C. Institute December 9, by Brooklyn Branch at its last meeting. In addition to routine matters, there were talks by Frank P. Burck, chairman, meat dealers' Brooklyn division, unemployment relief committee,

and Al Rosen, who spoke on turkey market conditions.

Last Thursday's meeting of the Ladies' Auxiliary was devoted to business and plans for Christmas charities. Final decisions will be made at a special meeting December 1, in the home of President Mrs. A. Werner, jr., when a social will also be held. The following week a bunco and card party will be held in the home of Mrs. A. Di Matteo, recording secretary. The proceeds of both affairs will be added to the Christmas fund.

On Dec. 2 the second of a series of four inter-branch meetings of the Brooklyn Association will be held at Jamaica Meeting Hall. A talk on how to convince the housewife that it is to her advantage to trade in an independently owned store will be followed by a general discussion. The program will include other interesting features.

A meeting of the committee for the combined Brooklyn, Jamaica and South Brooklyn Branches' dinner dance at the St. George Hotel, February 7, 1932, was held in K. of C. Institute Monday evening. The purpose of the meeting was selection of souvenirs and reports of committees.

Frank P. Burck has been appointed chairman meat dealers' Brooklyn division, unemployment relief committee, with Al Haas, Eastern District Branch, Anton Hehn, Brooklyn Branch, and Harry Kamps, South Brooklyn Branch, as vice chairmen.

Mrs. Gus Fernquist of Jamaica, who met with a serious accident recently, was operated on last Monday. Her friends will be glad to hear she is doing very nicely.

The Bronx Branch is working diligently on its program for the annual ball to be held at Ebling's Casino in the Bronx on January 24.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended November 14, 1931:

	Week ended	Prev. week
West. drsd. meats:	Nov. 14.	1930.
Steers, carcasses	2,267	2,516
Cows, carcasses	1,006	941
Bulls, carcasses	304	260
Veals, carcasses	1,483	1,512
Lambs, carcasses	15,561	16,665
Mutton, carcasses	772	787
Pork, lbs.	619,871	540,802

Local slaughters:		
Cattle	1,949	1,947
Calves	2,735	1,966
Hogs	17,868	19,357
Sheep	9,571	7,811

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Nov. 14, 1931, with comparisons:

West. drsd. meats:	Week ended	Prev. week
Steers, carcasses	Nov. 14.	1930.
Cows, carcasses	2,353	2,489
Bulls, carcasses	2,046	1,981
Veals, carcasses	24	19
Lambs, carcasses	1,227	977
Mutton, carcasses	23,530	19,931
Pork, lbs.	512,641	582,500

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Nov. 19, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$15.50@17.00	.....	\$16.00@18.00	.....
Good	13.00@15.50	.....	12.00@16.00	.....
Medium	11.00@13.00	.....	.....	.....
STEERS (550-700 lbs.):				
Choice	15.00@17.00	.....	16.00@17.50	16.50@17.50
Good	12.00@15.00	.....	11.50@16.00	12.00@15.00
STEERS (700 lbs. up):				
Choice	15.00@17.00	18.00@18.50	16.00@17.00	16.00@16.50
Good	12.00@15.00	12.50@17.00	11.50@16.00	12.00@15.00
STEERS (500 lbs. up):				
Medium	9.00@11.50	9.50@12.00	8.00@12.00	9.00@11.00
Common	7.00@ 9.00	8.50@ 9.50	7.00@ 8.00	8.00@ 9.00
COWS:				
Good	8.00@ 9.50	8.50@ 9.00	8.00@ 9.00	8.00@ 9.00
Medium	7.00@ 8.00	7.50@ 8.50	7.00@ 8.00	7.00@ 8.00
Common	6.00@ 7.00	7.00@ 7.50	6.00@ 7.00	6.00@ 7.00
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	9.00@10.00	13.00@14.00	12.00@14.00	13.00@14.00
Good	8.00@ 9.00	9.00@12.00	9.00@12.00	10.00@12.00
Medium	7.00@ 8.00	7.00@ 9.00	8.00@11.00	9.00@10.00
Common	5.00@ 7.00	6.00@ 7.00	7.00@ 9.00	7.00@ 9.00
CALF (2) (3):				
Choice	.....	.....	.....	10.00@11.00
Good	.....	.....	.....	8.00@10.00
Medium	.....	.....	.....	7.00@ 8.00
Common	.....	.....	.....	6.00@ 7.00
Fresh Lamb and Mutton:				
LAMB (38 lbs. down):				
Choice	11.50@13.00	13.00@14.00	13.00@14.00	13.00@14.00
Good	11.00@12.00	11.00@13.00	12.00@13.00	12.00@13.00
Medium	10.00@11.00	9.00@11.00	10.00@12.00	11.00@12.00
Common	9.00@10.00	8.00@ 9.00	9.00@11.00	10.00@11.00
LAMB (39-45 lbs.):				
Choice	11.50@13.00	13.00@14.00	13.00@14.00	13.00@14.00
Good	11.00@12.00	11.00@13.00	12.00@13.00	12.00@13.00
Medium	10.00@11.00	9.00@11.00	10.00@12.00	11.00@12.00
Common	9.00@10.00	8.00@ 9.00	9.00@11.00	10.00@11.00
LAMB (46-55 lbs.):				
Choice	11.00@12.00	12.00@13.00	12.50@13.50	12.00@13.00
Good	10.00@11.00	11.50@12.00	12.00@12.50	11.00@12.00
MUTTON (Ewe) 70 lbs. down:				
Good	7.00@ 9.00	7.00@ 8.00	7.00@ 8.00	6.00@ 8.00
Medium	5.00@ 7.00	5.00@ 7.00	6.00@ 7.00	5.00@ 6.00
Common	4.00@ 6.00	4.00@ 6.00	4.00@ 6.00	4.00@ 5.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	9.00@11.00	13.00@14.00	11.00@13.00	11.00@13.00
10-12 lbs. av.	9.00@11.00	13.00@14.00	11.00@13.00	11.00@13.00
12-15 lbs. av.	9.00@11.00	13.00@14.00	11.00@12.00	11.00@12.00
16-22 lbs. av.	8.00@ 9.50	11.50@12.50	10.00@11.00	10.00@11.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	7.50@ 8.50	.....	8.00@10.00	9.00@11.00
PICNICS:				
6 lbs. av.	.....	8.50@10.00	.....	9.00@10.00
BUTTS, Boston Style:				
4-8 lbs. av.	8.00@10.00	.....	11.00@12.00	11.00@12.00
SPARE RIBS:				
Half Sheets	8.00@10.00	.....	.....	.....
TRIMMINGS:				
Regular	4.50@ 5.00	.....	.....	.....
Lean	8.00@ 9.00	.....	.....	.....

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

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November 21, 1931.

THE NATIONAL PROVISIONER

59

Legg's OLD PLANTATION SEASONINGS

FOR PORK SAUSAGE

The mellow, uniform flavor of sausage seasoned with OLD PLANTATION builds sales volume. Get the facts! Samples and demonstrations on request. Our scientific method of processing, blending, and packing saves time and expense!



WE MAKE NOTHING BUT
PORK, FRANKFURTER AND
BOLONA SEASONINGS.

A.C.LEGG PACKING CO. Birmingham, Ala. U.S.A.

Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.
522-530 St. Paul St., Baltimore, Md.
902 Woodward Bldg., Washington, D. C.

NEW CURING VATS

Dozier Meat Crates
Packing Box Shooks

B. C. SHEAHAN CO.
166 W. Jackson Blvd. Chicago



NEW YORK NEWS NOTES.

E. C. Dederle, the Van Iderstine Co., Brooklyn has just returned from a week's hunting trip in the Adirondacks.

Plans are now under way for the annual ball to be held by the employees of Adolf Gobel, Inc., at the Hotel St. George, Brooklyn, on March 5.

J. H. Lawrence, manager of the New York branch, Jacob Dold Packing Company, will spend several days of this week at the company's Buffalo plant.

J. J. Stavely, casing department, and R. F. Rowe, automotive department, Wilson & Co., Chicago, visited New York for a few days during the past week.

P. L. Reed, vice-president and treasurer, and F. H. Helmreich, small stock department, Armour and Company, Chicago, spent a few days in New York during the past week.

GEO. H. JACKLE Broker

Tankage, Blood, Bones,
Cracklings, Bonemeal,
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City

Paul Schmidt, casing department, Armour and Company, Chicago, visited at the plant of the New York Butchers Dressed Meat Company for a few days during the past week.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended November 14, 1931, were as follows: Meat—Brooklyn, 49 lbs.; Manhattan, 511 lbs.; Bronx, 106 lbs.; Queens, 21 lbs. Total, 687 lbs. Fish—Brooklyn, 38 lbs.; Manhattan, 25 lbs.; Bronx, 101 lbs. Total, 164 lbs. Poultry and Game—Brooklyn, 17 lbs.; Manhattan, 110 lbs. Total, 127 lbs.

H. C. Bohack, Inc., opened its fifth market in Flushing, Long Island, and number 741 of its chain of food markets on Nov. 19 at 34-10 Union st. This is a most complete store with modern equipment for displaying and merchandising fish, meat and a full line of groceries. All of the stores equipped to handle meat are being generally supplied with de luxe turkeys for Thanksgiving. Only the finest North Dakota, South Dakota and Minnesota turkeys are graded Bohack's De Luxe.

GERMANY PROLONGS HIGH DUTY.

A German government decree has extended the expiration date of the increased general import duties on live hogs, fresh meat, prepared meat and frozen meats from November 1, 1931, to March 31, 1932, says a U. S. Department of Commerce report. The increases were originally decreed to be effective on May 10, 1931, and to expire on November 1, 1931. The increase

STILL FURTHER INCREASES

in production have made it necessary for us to build an addition to our plant even larger than our old quarters. Excellent service, quality products and prices in line are factors that have made the move necessary.

Stockinette samples for any pork, lamb, or beef product, or cut gladly furnished on request. Write today!

O'LENA KNITTING MILLS, Inc.

1460-62-64 Flushing Ave. Brooklyn, N. Y.

does not affect the conventional rates of duty on fresh livers, pigs' heads and feet and other entrails, and on canned meats in airtight containers.

CZECH LARD IMPORTS.

Imports of lard into Czechoslovakia during September, 1931, amounted to 2,039 metric tons, more than double the figure for September, 1930, when lard imports totaled 974 metric tons, according to a U. S. Department of Commerce report. Of this year's total 1,266 tons came from Holland; 598 from the United States; 22 from Hungary; 79 from Yugoslavia; 51 from Denmark; 27 from Rumania.

HUNNELL HEADS RENDERING.

Earl W. Hunnell, formerly with the Pittsburgh Provision & Packing Company, has been made manager of the rendering department of S. Straus & Son, Inc., Pittsburgh, renderers.

Gereke-Allen Carton Co.

1700 Chouteau Ave.
St. Louis Mo.

Experts on Display Containers, Cartons, Etc. Also makers of the "Champion" Shipping Containers.

We Can Help Your Sales

November 21, 1931

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 6.00@ 7.75
Cows, common to medium	2.75@ 4.25
Bulls, light to medium	2.50@ 4.50

LIVE CALVES.

Weavers, good to choice	8.00@ 9.50
Weavers, medium	5.00@ 8.00

LIVE LAMBS.

Lambs, good to choice	6.50@ 7.25
Lambs, medium	5.00@ 6.50
Lambs, common	4.00@ 5.00

LIVE HOGS.

Hogs, 148 lbs.	5.25@ 5.50
Hogs, 160-180 lbs.	5.25@ 5.50
Hogs, 210-300 lbs.	4.25@ 4.75

DRESSED HOGS.

Hogs, heavy	\$ @ 8.50
Hogs, 180 lbs.	@ 7.25
Hogs, 90-140 lbs.	7.75@ 8.25
Pigs, 80 lbs.	@ 7.75

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	.18 @ 19
Choice, native, light	.18 @ 19
Native, common to fair	.16 @ 17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	.17 @ 18
Native choice yearlings, 440@600 lbs.	.18 @ 19
Good to choice heifers	.16 @ 17
Good to choice cows	.14 @ 15
Common to fair cows	.10 @ 11
Fresh bologna bulls	.75@ 8.50

BEEF CUTS.

	Western.	City.
No. 1 ribs	.22 @ 24	.24 @ 26
No. 2 ribs	.19 @ 21	.21 @ 23
No. 3 ribs	.16 @ 18	.18 @ 20
No. 1 loins	.24 @ 32	.30 @ 32
No. 2 loins	.26 @ 26	.26 @ 28
No. 3 loins	.20 @ 22	.22 @ 24
No. 1 hinds and ribs	.20 @ 23	.20 @ 23
No. 2 hinds and ribs	.17 @ 19	.17 @ 19
No. 3 hinds and ribs	.12 @ 16	.12 @ 16
No. 1 rounds	.15 @ 16	.15 @ 15 1/2
No. 2 rounds	.14 @ 15	.14 @ 15
No. 3 rounds	.13 @ 14	.12 @ 13
No. 1 chuck	.15 @ 16	.14 @ 16
No. 2 chuck	.13 @ 14	.13 @ 14
No. 3 chuck	.10 @ 12	.11 @ 12
Bolognias	.75@ 8.50	.8 @ 9
Rolls, reg., 6@8 lbs. avg.	.22 @ 23	.22 @ 23
Rolls, reg., 4@6 lbs. avg.	.17 @ 18	.17 @ 18
Tenderloins, 4@6 lbs. avg.	.50 @ 60	.50 @ 60
Tenderloins, 5@6 lbs. avg.	.50 @ 60	.50 @ 60
Shoulder clods	.11 @ 12	.11 @ 12

DRESSED VEAL.

Choice	.17 @ 18
Good	.15 @ 16
Medium	.12 @ 14
Common	.09 @ 11

DRESSED SHEEP AND LAMBS.

Lambs, choice	.16 @ 17
Lamb, good	.14 @ 16
Sheep, good	.6 @ 8
Sheep, medium	.5 @ 7

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	13 1/2@14
Pork tenderloins, fresh	.35 @ 40
Pork tenderloins, frozen	.30 @ 35
Shoulders, city, 10@12 lbs. avg.	.14 @ 16
Shoulders, Western, 10@12 lbs. avg.	.95 @ 10
Butts, boneless, Western	.15 @ 16
Butts, regular, Western	.12 @ 13
Hams, Western, fresh, 10@12 lbs. av.	.11 @ 12
Hams, city, fresh, 6@8 lbs. av.	.13 @ 20
Picnic hams, Western, fresh, 6@8 lbs. av.	.10 @ 12
Picnic hams, Western, fresh, 6@8 lbs. av.	.12 @ 13
Pork trimmings, extra lean	.12 @ 13
Pork trimmings, regular 50% lean	.8 @ 9
Spareribs, fresh	.11 @ 12

SMOKED MEATS.

Hams, 8-10 lbs. avg.	.20 1/2@22
Hams, 10@12 lbs. avg.	.20 @ 21 1/2
Hams, 12@14 lbs. avg.	.18 1/2@20 1/2
Picnics, 4@6 lbs. avg.	.14 @ 15
Picnics, 6@8 lbs. avg.	.13 @ 14
Rollettes, 8@10 lbs. avg.	.14 1/2@15 1/2
Beef tongue, light	.22 @ 24
Beef tongue, heavy	.24 @ 27
Bacon, boneless, Western	.23 @ 27
Bacon, boneless, city	.17 @ 20
City pickled bellies, 8@10 lbs. avg.	.14 @ 16

FANCY MEATS.

Fresh steer tongues, untrimmed	.18 @ a pound
Fresh steer tongues, 1. c. trn'd	.35 @ a pound
Sweetbreads, beef	.25 @ a pound
Sweetbreads, veal	.60 @ a pair
Beef kidneys	.15 @ a pound
Mutton kidneys	.10 @ each
Livers, beef	.41 @ a pound
Oxtails	.15 @ a pound
Beef hanging tenders	.26 @ a pound
Lamb fries	.10 @ a pair

BUTCHERS' FAT.

Shop fat	@ .50 per cwt.
Breast fat	@ .75 per cwt.
Edible suet	@ .02 per lb.
Cond. suet	@ 1.00 per cwt.

GREEN CALFSKINS.

5 9 9 1/2-12 1/2 12 1/4-14 18 18 18 up	up
Prime No. 1 veals... .6	.85 .00 .95 1.35
Prime No. 2 veals... .4	.65 .03 .70 1.10
Buttermilk No. 1... .2	.50 .55 .60 ...
Buttermilk No. 2... .1	.35 .40 .45 ...
Branded grubby... .1	.20 .25 .30 .40
Number 3... .1	.15 .20 .25 .35

BUTTER.

(Mixed Colors.)	
Extra dozen	33 @ 35
Extra, firsts, dozen	30 @ 32
Firsts	28 @ 29
Checks	18 @ 20%

LIVE POULTRY.

Fowls, colored, via express	.18 @ 23
Fowls, Leghorn, via express	.18 @ 18

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry pdk.—12 to box—prime to good:	
Western, 60 to 65 lbs. to dozen, lb. .23	.25
Western, 48 to 54 lbs. to dozen, lb. .20	.22
Western, 43 to 47 lbs. to dozen, lb. .18	.20
Western, 36 to 42 lbs. to dozen, lb. .17	.19
Western, 30 to 35 lbs. to dozen, lb. .16	.18

Fowls—fresh—dry pdk.—12 to box—prime to good:	
Western, 60 to 65 lbs. to dozen, lb. .25	.26
Western, 48 to 54 lbs. to dozen, lb. .22	.23
Western, 43 to 47 lbs. to dozen, lb. .21	.20
Western, 36 to 42 lbs. to dozen, lb. .19	.20
Western, 30 to 35 lbs. to dozen, lb. .19	.19

Chickens, fresh, 12 to box, prime to fancy:	
Western, under 17 lbs. to dozen, lb. .28	.30
Ducks—	
Long Island, spring	.18 @ 18

Eggs—	
White, ungraded, per lb.	.30 @ 40
Turkeys, fresh—dry pdk.:	
Young toms, choice	.34 @ 36
Young hens, choice	.34 @ 36

Fowls, frozen—dry pdk.—12 to box—prime to good:	
Western, 60 to 65 lbs. per lb.	.25
Western, 48 to 54 lbs. per lb.	.22
Western, 43 to 47 lbs. per lb.	.21
Western, 36 to 42 lbs. per lb.	.20

Fowls, frozen—dry pdk.—12 to box—prime to good:	
Western, 60 to 65 lbs. per lb.	.25
Western, 48 to 54 lbs. per lb.	.22
Western, 43 to 47 lbs. per lb.	.21
Western, 36 to 42 lbs. per lb.	.20

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Western, 48 to 54 lbs. per lb.	.22
Western, 43 to 47 lbs. per lb.	.21
Western, 36 to 42 lbs. per lb.	.20

Fowls, frozen—dry pdk.—12 to box—prime to good:	

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